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The American Artisan
And Hardware Record

Vol. 57. No. 16. CHICAGO, APRIL 17, 1909. $2.00 Per Year.

All Kinds of
BOLTS, RIVETS, NUTS, WASHERS, CARRIAGE FORGINGS, ETC.
Send for 1909 Catalog "R." Prices on Application.
COLUMBUS BOLT WORKS, Columbus, Ohio

GET THE LIVE LINE
"AMERICAN SEAL"
Elastic Oil Roofing Cement, Stove Putty and Asbestos Furnace Cement
For Furnaces, Stoves, Ranges and Roofs.
Jobbers write to-day for prices
THE
Wm. Connors Paint Mfg. Co.
Makers TROY, N. Y.
Western Agents: Friedly-Voshardt Co., 194 Mather St., Chicago, Ill.
Southwestern Agents: Stockhoff Supply Co., 107 N. Main St., St. Louis, Mo.

This Space for Sale.
Inquire of Daniel Stern,
355 Dearborn St., Chicago

MATCHLESS
Spring and Pivot Hinges, Floor Hinges, Jamb Hinges and Hardware Specialties
The Matchless Jamb Hinge is well made of either steel, brass or bronze metal, single and double acting, in all sizes and finishes—for light and heavy doors. Our goods are all of the highest quality. If your jobber cannot furnish them, write us.
LAWSON MFG. COMPANY
40 Dearborn Street, CHICAGO, ILL.

WORLD'S BEST
TUBULAR TRACK
DOOR HANGER
Our Track has the SLIDABLE Bracket, the feature that has made World's Best Hangers so popular with the Building Trade.
Write for Catalog and Prices.
SAFETY DOOR HANGER CO.
Ashland, Ohio, U. S. A.

"NEVER-BREAK"
TRADE MARK

Catalog Free
"NEVER-BREAK"
STEEL SPIDERS, GRIDDLES AND KETTLES
WILL NOT Scale Off like cheap enamel.
WILL NOT Scorch or Burn like light fry pans and skillets.
WILL NOT Absorb Grease or Flavors like cast iron.
THE AVERY STAMPING CO.
CLEVELAND, OHIO
Sole Manufacturers
"NEVER-BREAK" Goods

The Highest Grade File Made.
DELTA
TRADE MARK
DELTA
DELTA FILE WORKS
CARVER FILE CO.
PHILADELPHIA, PA.
An Independent organization not connected with the trust in any form, shape or manner.
FILES OF QUALITY
FILES
The File You Will Eventually Use.

PULLMAN
SASH BALANCES

Are you selling them?
IN USE EVERYWHERE
Send us your orders.
PULLMAN MFG. COMPANY
SOPHIA STREET
ROCHESTER, N. Y., U. S. A

100
Tinners' Patterns
Complete for
$1.00
Sent Postpaid on Receipt of Price
Daniel Stern
355 Dearborn Street • Chicago

These Cinderella and Good Luck Gas Heaters

Have Four Times the Heating Power

of Asbestos Back Stoves of Same Size

Perhaps

If we said, only Twice the Heating Power, you would rather believe it—We know this and have thought about it.

But

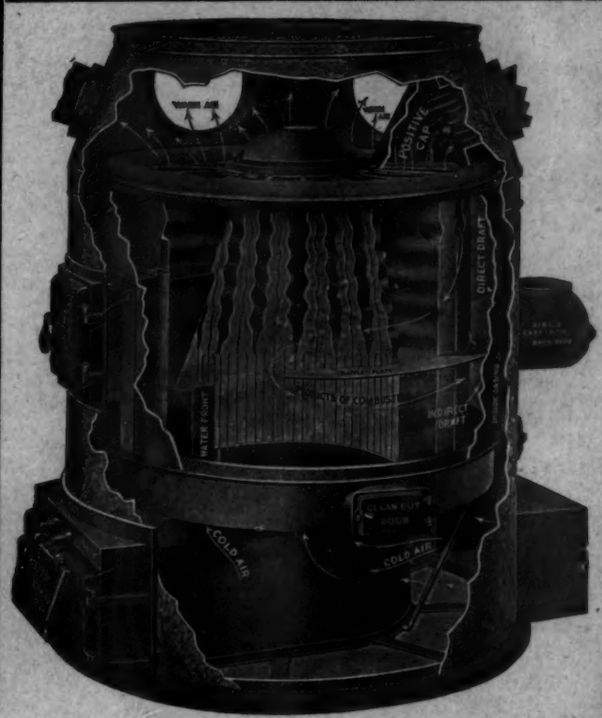
Four Times Expresses the Facts, Hence We Make the Statement

	Size	List
No. 17 - -	14x21 in.	$7.25
No. 18 - -	18x24 in.	$9.50

"Plenty off." 3 in. Flue Connection. Don't Delay. Get in Quick. 100 per cent for You.

Stove & Range Company of Pittsburgh

GOOD VALUES IN STOVES **PITTSBURGH, PA.**



35,000

KELSEY WARM AIR GENERATORS SOLD

We are not giving these figures showing the number of Kelseys sold since 1889 (when three heaters were sold) with any other motive than to impress you with the fact, that, although Kelseys cost more to produce than any other heaters, they have made good because of sheer merit and good results accomplished.

In competition with cheap furnaces and good furnaces and steam and hot water heaters, the Kelsey has steadily forged ahead; the sales have constantly increased and to-day more good dealers are urging Kelsey sales than ever before.

Kelsey Heating is for Homes of Any Size, and for Churches and Schools, and there's no heater or system of heating for these purposes that is better at any price.

Any Dealer who will explain the many advantages of the Kelsey will have little difficulty in selling to those people who consider comfort, health and efficiency above the matter of a low first cost.

Send Now for Our No. 5 Booklet and 112 Page Book **"Opinions"** and for **Agency Proposition.**

Kelsey Heating Company, Syracuse, N. Y.

NEW YORK, 156 Fifth Avenue

CHICAGO: Van Evera & Lewis Mfg. Co., 104-106 W. Lake St.,
James Smart Mfg. Co., BROCKVILLE, ONTARIO, Sole Makers for Canada.

DON'T BUY BASE BURNERS!

The Base Burner is no longer the best heating stove you can give your customers.

Though it has been recognized for years as the most economical heater, it's a waster of fuel as compared with the new stove we're nearly ready to present to the trade.

Though the Base Burner has always been thought easy to control, it's not to be classed in this important respect with the

STERLING HEATER
Model "O"

The Sterling Heater upsets a good many ideas that have been firmly fixed in the minds of stove men.

It is more economical and easier to control than a Base Burner. It's easier to sell than a Base Burner.

You'll make a mistake if you buy Base Burners for your trade this year.

We have something so much better. We can **prove** it's so much better. We want you to

SEE IT! TEST IT! TRY IT OUT!

before you buy a single heater for your fall business.

SILL STOVE WORKS

ROCHESTER, N. Y.

See the Sterling FIRST

.....April...., 1909.

SILL STOVE WORKS,
Rochester, N. Y.

Gentlemen—I want to know about the **Sterling Heater.** Why is it better than a Base Burner?

Name.....

Address.....

THE SHERIDAN

An Honest Stove, made by Honest People from Honest Material, by Honest Workmen, for Honest Dealers, for their Honest Customers.

Two Sizes—18x18—20x20 inch ovens

THE HANDSOMEST RANGE ON THE MARKET

This is a High Grade Cast Range with all the qualities of Steel Ranges and the added advantages of durability of Cast Construction.

We guarantee it to be an excellent baker and perfect Water Heater. It is of Mission Design and is ornamented with a medallion portrait of Gen. Phillip Sheridan on Horseback, Nickled.

A FEW SPLENDID FEATURES

Deep Fire Box for Coal, Wood or Coke. Has a Massive Double Lock Base. Can be fitted with extra large water front or large full sized enameled reservoir. High Closet or High Shelf. Heavy Cover and Centers. Pouch Feed with Check Slide Damper. Balanced Drop Oven Door with two extra Supporting Lugs. The Duplex Grates can be removed by taking out one bolt in a little plate where the duplex handle comes through. The Fire Back is made in three pieces with an air chamber behind each piece which prevents it from burning or warping. **Adjustable hearth removable.**

Send for Our Complete Catalog of Cooking and Heating Stoves

Sheridan Stove Manufacturing Co., Quincy, Ill.

Here's the best known sign of good
Gasolene Stoves in the world

Jewel

Known to everybody.

GEORGE M. CLARK & COMPANY
DIVISION AMERICAN STOVE COMPANY
CHICAGO

No. 82-R "NEW PROCESS" Wick Oil Stove

SAFE
ECONOMICAL
EFFICIENT

No. 83-R "NEW PROCESS" Wick Oil Stove

THE
"NEW PROCESS"
WICK
BLUE-FLAME
OIL COOK STOVE

Fills a long-felt want.
The latest improved and most perfect oil stove manufactured.
Distinctly different from any other stove.
In great demand, and used everywhere;
Your line is incomplete without this stove.
Made in four sizes.

WRITE FOR CATALOGUE
STANDARD LIGHTING COMPANY. Div.
AMERICAN STOVE COMPANY.
CLEVELAND, OHIO. Dept. A.

A NEW DEPARTURE
"QUICK MEAL"
GIANT BURNERS

are constructed entirely different from any other Gasoline Stove. The drip cup and sub-flame are both done away with. This simplifies the burner and prevents it from clogging up with soot or other sediment.

"QUICK MEAL" EVAPORATING STOVES have proven so thoroughly satisfactory that they are pronounced the superior of all Evaporating Gasoline Stoves by the thousands of dealers who sell them.

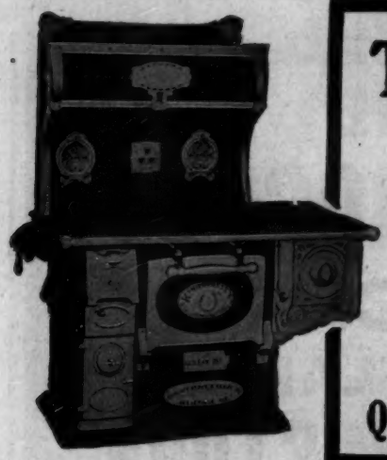
NOTE—"Quick Meal" Steel Ranges and "Quick Meal" Gasoline Stoves make your line complete in all seasons of the year.

RINGEN STOVE CO. DIVISION OF AMERICAN STOVE CO.

ST. LOUIS, MO.

SAN FRANCISCO, CAL. — Indiana St., Between 20th and 21st.

1909 CATALOGUE ON REQUEST



THE KING QUALITY
IN ENTIRELY NEW DRESS

Here is a range that calls forth the enthusiasm of every dealer who sees it. It is also proving a happy proposition for every dealer who is handling it.

AND NO WONDER. Its construction is ideal. Its working qualities are perfect. Every known feature of convenience as well as some that are **distinctly its own** are embodied in its make-up. Only the very best of materials are used and our workmen are everyone experts. Taken all in all **The King Quality** looms up as the best range now on the market.

Made with either Cabinet or Cast Leg Base.

Our Catalog will convince you that here is a range which you can depend upon and which it would be to your best interests to handle. Write for it.

QUALITY STOVE AND RANGE CO., Belleville, Ill.

A Great Seller
The Penn Esther "O" Plain

This is a range which is a pleasure to work with. An elegant baker and perfect worker; will invariably give satisfaction. Can be had with left or right hand oven. Is fitted with patented Victor non-lifting brick and Victor non-disturbing water-front. Any style of pipe-shelf, tea-shelf or warming closet.

Penn Esther Ranges are sure trade builders.

PENN Trade-Mark

Write for Our Complete Catalog

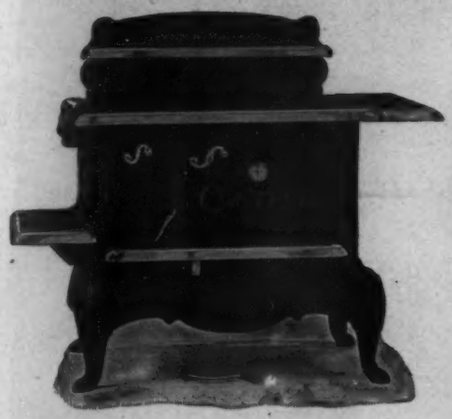
MT. PENN STOVE WORKS

READING, PA. 111-113 North Second St., PHILADELPHIA, PA.

Munsell's Mica

EUGENE MUNSELL & CO.
NEW YORK AND CHICAGO

THE STANDARD FOR HIGH GRADE STOVES



The Greatest Coke Burning Stove
the World Ever Saw

CONTROL

IT WILL BURN COAL AS WELL

Send for Booklet for full particulars

Albany Foundry Company, Albany, N. Y.

GAS RANGES
COOKERS

Get Catalog 21. Just out.

ODIN

HOT PLATES
HEATERS

ODIN STOVE MFG. CO.
ERIE, PENNA.

HERE'S A SNAP FOR WIDE-AWAKE RANGE DEALERS

I am going to sell 1000 400-lb. six-hole steel ranges finished in Japan for not over

$15.00 Each

I'll sell the ranges too, so you'd better get in line and order now. These Ranges formerly retailed at $60.00 each. Send me a carload order and get my best cash discount, or I'll give dating to firms with satisfactory credit. What better proposition can you ask for, if you have a little capital, are sufficiently enterprising, and want to make money? Do You Know there is a big demand for the "Willard" Steel Ranges because they give perfect satisfaction, and don't cost too much? Then why don't you supply them?

WILLARD STEEL RANGES

are advertised in many leading publications, and the people know them and want them. Get my prices—It means profit DOLLARS—to you. Every sale leads to another. I can sell you a better range than you can buy ANYWHERE for the money, one that cooks well and bakes evenly and perfectly, and will last a lifetime, with proper care. Tell me how many ranges you can sell annually and I will make you a very interesting proposition. Agents Wanted.

WM. G. WILLARD, No. 119 Willard Bldg., 320 Chestnut St., St. Louis, Mo.

THE
NEW
CELLULAR
OVERDRAFT
FIREPOT

?

HAVE
YOUR FURNACES
GOT IT

Better write us

The Bonnot Co.
CANTON, OHIO

Heavy STEEL Furnace

WITH CAST-IRON HEAD.

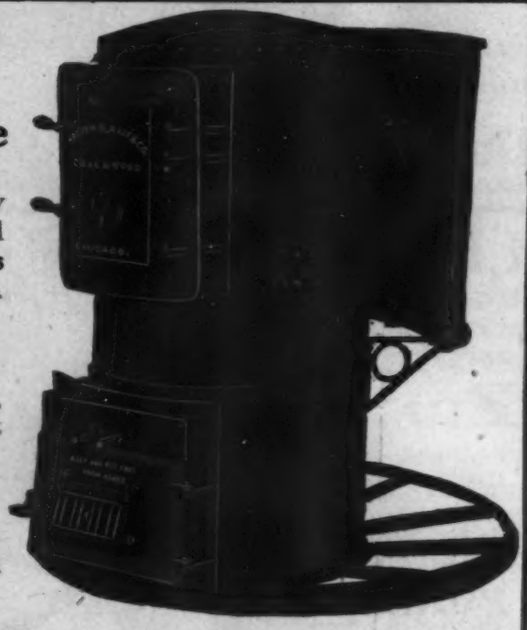
This is a mighty good furnace and one **your customers** would appreciate.

It Is A Great FUEL Saver

Absolutely Gas, Smoke and Dust Proof.

Unusually Powerful and has quick Heating Capacity.

Write for further particulars to-day.



WALTER S. RAIT & CO., 211-213 Lake St., Chicago, Ill.

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100 Tinners' Patterns

COMPLETE FOR **$1.00**

Sent Postpaid on Receipt of Price.

DANIEL STERN,
355 Dearborn St. Chicago.

NIAGARA
Furnace

MADE ENTIRELY OF CAST IRON

Strictly modern and up-to-date. Deep and roomy ASH PIT. THE GRATE is of the triangular bar dumping type. Two-piece FIRE POT, corrugated with deep cup joints. Cast iron RADIATOR. Equipped with DUST FLUE, has LARGE, WELL FITTING DOORS and ornamental SHIELD FRONT. **They can't be made better.**

WRITE FOR CATALOG.

FOREST CITY FOUNDRY & MANUFACTURING CO.

Cleveland, Ohio

Manufacturers of the Monarch, Imperial and Combination Furnaces, Registers, Mail Boxes, etc., etc.

A Wise Selection

If you are looking for a furnace which will boom your business and make you prosperous, choose the

WISE

Dealers holding WISE Agencies are the most prosperous in the country. Write us today.

The Wise Furnace Co., Akron, O.

Clean and Tight Like a Boiler

We have erected a new factory in which we installed new 13 ton riveting machines, with which riveting is done by pressure rather than by hammering. This insures all the joints of

American Furnaces

being absolutely tight

DEALERS: A Sample Furnace will be shipped to any responsible dealer in the United States and if after careful examination (we allow you 30 days) it does not prove entirely satisfactory, it can be returned at our expense.

If you are looking for something better, do not fail to investigate.

THE AMERICAN FURNACE CO.

1911-15 Pine Street. ST. LOUIS, MO

Boynton's Square Pot Crusader Furnace.

WHY

Are Boynton's Square Pot Furnaces

Taking So Well with the Trade?

Because they not only have talking and selling points, but because these talking and selling points are **real points of merit** that will stand back of the dealer after he has sold and installed the apparatus.

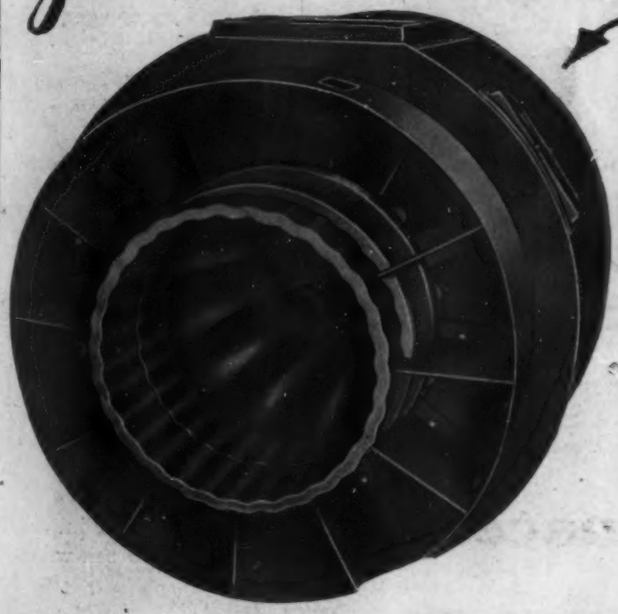
Write Us for Our Catalogue and Full Description

GET IN LINE

BOYNTON FURNACE CO.

147-149 Lake Street, CHICAGO 207-209 Water Street, NEW YORK

You Can See The Point



of our unequaled construction of **Fire Pot** and **separate air heating** flues by examining this cut. You are looking **upward** through the **bottom** of the fire pot of our

FAULTLESS SCIENTIFIC HEATER

Note the following:

Extra heavy sectional pot. Size at **bottom same** as at **top.** Therefore extra large grate surface.

Direct fire pot radiation into each flue. All flues (or tubes) overhang the fire. Fire passes entirely around each flue.

Study this illustration and you will want to know **more** about it.

Our catalogue explains fully and is at your service.

The GRAFF FURNACE CO.

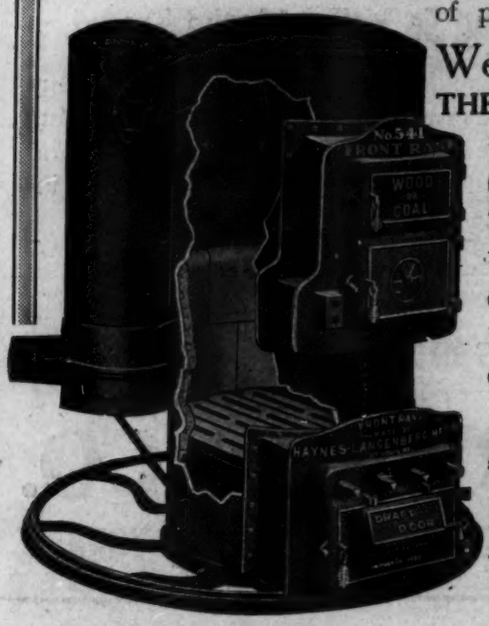
208 Water St., NEW YORK

The Standard of the World

Good sense, practicability and honesty have made

THE FRONT RANK STEEL FURNACE

what it is—the most satisfactory as well as the most perfect Furnace on the market. ¶ Its exclusive features and the fact that every point embodied in its construction is of proven merit, have put it in a class by itself.



We Call Your Attention to These Features:

THE FRONT RANK is made of steel, riveted like a boiler and absolutely free from all danger of leaking gas.

¶ It will burn any kind of fuel with equal success. The combustion is positive and perfect:—if installed right in the beginning it cannot be otherwise.

¶ There is no direct draft to warp out of place and let the heat escape up the chimney.

¶ It is withal sensible, practical, durable and safe.

We can interest you with an attractive Agency proposition. Write us concerning it.

HAYNES - LANGENBERG MFG. CO.

4045-4057 FOREST PARK BOULEVARD ST. LOUIS, MO.

The Majestic Warm Air Heating System

An original and new idea for generating warm air.

We illustrate here a sectional side view of No. 25 Series, burning coal, showing travel of smoke and hot gas through the radiator flues, which course it is compelled to take before allowed to pass to the smoke pipe, and by so doing comes in direct contact with the heavy corrugated surface of the combustion chamber.

Note the ease with which radiator flues can be cleaned. All the soot dropping to cast elbow in rear, where it passes into ash pit.

The MAJESTIC looks mighty good and is just as good as it looks.

It is low down in height (52 in.) and low down in price. Sure to sell wherever introduced.

Write for Catalog

Majestic Furnace & Foundry Co.

Huntington, Indiana

BIGGEST, BUSIEST AND BEST
MANUFACTURERS OF

WARM AIR FURNACES
STEAM & HOT WATER BOILERS

IN THE UNITED STATES TODAY

Write for Catalogues and Prices

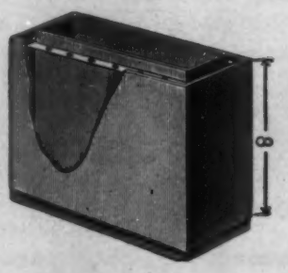
"Perfect" Furnaces — and — "Richardson" Boilers

RICHARDSON & BOYNTON CO.

CHICAGO NEW YORK BOSTON

A Perfect Hot Air Furnace Pipe

EASILY AND QUICKLY ERECTED



The Stiffest and Best Machine-made Pipe on the Market, and **the only Sectional Furnace Pipe in which the inner walls form the cross-walls.**

There are no wings to pull out and no cleats to bend. The joints fit perfectly and there is positively no buckling

This Pipe is the result of twenty-five years' experience and effort toward perfecting a Sectional Wall Pipe and is a complete success.

WRITE FOR OUR LATEST CATALOG

The Michigan Safety Furnace Pipe Company

Corner Brooklyn and Abbott Streets, DETROIT, MICHIGAN

Furnace Sales Are Made

Either Because of Quality or Price.

When price is the consideration, you are compelled to skimp in every way possible in order to cut down the cost. There is no profit in such a job to you, and there is always dissatisfaction.

When quality is the consideration, you can ask a good price, do the work right, and your customer will send his friends to you. But you must be able to show him that you have something which is worth the price you are asking. Show him

Green's Colonial Furnace

The fire pot is slotted and allows the heated air to mix with the smoke and gases, converting them into heat, saving one-third of the fuel,

No Money Lost Up The Chimney

It burns the fuel in a circle around the outside toward the center, thoroughly consuming the fuel.

The Greatest Amount of Heat is Derived from the Smallest Amount of Fuel

The slots allow for free expansion and contraction, and the free circulation of air at all times obviates the danger of cracking and insures durability.

The Furnace is Built to Wear

Write for discounts and catalogue giving full description and illustrations.

Green Foundry & Furnace Works
DES MOINES, IOWA
Lincoln Stove Repair Co., Lincoln, Nebraska
State Managers for Nebraska
Rowe Construction & Heating Co., Watertown, S. D.
State Managers for South Dakota

You Can Be Boss

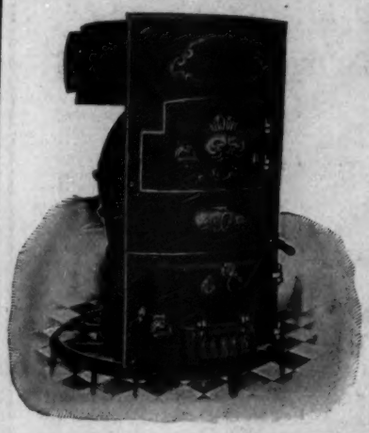
of the heating business in your locality if you install "MUELLER" Furnaces.

Of course the "MUELLER" costs more than the cheap, competition heater, but your customers will gladly pay the difference for the superior qualities of the "MUELLER."

The "MUELLER" Double Radiator, all cast furnace is EXCLUSIVE—nothing made that can compete with it. Easily sold, and at a good profit.

Over 50,000 Mueller Heaters in Use.

L. J. MUELLER FURNACE COMPANY
ESTABLISHED 1857.
191 Reed Street Milwaukee, Wis.



OUR NEW

DE HAVEN ALL CAST FURNACE

Strictly Modern and Up-to-Date in Every Respect

All the latest features in modern furnace construction are embodied in the make-up of this furnace. Features:

Extra Heavy; Gas Tight; Burns all grades of Hard Coal, Soft Coal and Wood; Simple and Economical to Operate; Top Return Flue Radiator; Large Radiating Surface; Roller Bar Grate.

Write to-day for Catalog and Prices.

YOUNGSTOWN FURNACE & SUPPLY COMPANY
Manufacturers of the Celebrated LION-APEX and BESSEMER Series of Furnaces.
NILES, OHIO

Chicago Branch
218 East Lake Street

ROOD & McINTYRE
Kansas City, Mo., Southwestern Distributers

Gilt Edge Furnace

Dealers have the co-operation of the makers and the satisfaction of thousands of satisfied users to back up their arguments in making sales. "Gilt Edge" insures the greatest economy, durability and power.

GILT EDGE TRADE MARK

Our publicity department will co-operate with you. Write for selling methods and catalogs, etc., etc.

R. J. Schwab & Sons Co.

Manufacturers

287 Clinton Street, Milwaukee, Wis.

Our side wall registers take the lead among leaders. Our tin and galvanized iron pipe and fittings fit.

Where Quality Rather Than Cheapness Is Considered

Floral City Furnaces

Continue To Lead

We have never catered to the demand for a cheap furnace because it is our belief that the BEST is none too good and that no responsible dealer can afford to risk his business reputation by handling other than the best. Any dealer will find in FLORAL CITY FURNACES a line that will satisfy his most discriminating customers. Made in any size or style, strictly up to date, every one of them, and perfect in construction and operation.

Write for Our Handsome Catalog

Monroe Foundry & Furnace Co.

Monroe, Michigan

A Good Furnace Business

can be built up in any community if the correct furnace is offered. One like the

MONCRIEF

TOP RETURN FLUE WARM AIR

FURNACE

guarantees a dealer all of the most particular contracts in his neighborhood.

Its Simplicity, Durability and Economy together with serviceability are prominent and meritorious features. *Write for our Catalog.*

HENRY & SCHEIBLE COMPANY

825-29 Long Ave., N. W., CLEVELAND, OHIO

J. C. KIMMEL, 3314 East 18th St., Kansas City, Mo. Western Sales Agent.

W. F. GUENTHER & SONS, Owensboro, Ky., write:

"We feel that we cannot get along without THE AMERICAN ARTISAN and HARDWARE RECORD."

A Water Heater for Hot Air Furnaces & Stoves that Will Do the Work Successfully—

The "Holland Water Heater" is so constructed that it is placed in the fire-pot of the Hot Air Furnace or Stove in a manner that will not reduce the temperature of the gases that are necessary to form high combustion, consequently the rooms intended to be heated with Hot Water are made comfortable without absorbing any of the heat that should go unobstructed to the rooms to be heated by Hot Air. The result is that you will have additional heat and comfort without additional expense for fuel or extra labor.

Price will appeal to all.

Write us for circular and prices.

The Advance Radiator Company

SYRACUSE, IND.

Manufacturers of Steam and Hot Water Boilers and Radiators and Steel Pipe Hangers

SPECIAL QUANTITY PRICES TO FURNACE MEN

Radiant Home Furnaces

Three Sizes, Nos. 622, 624, 630.

For Hard Coal, Coke, Wood

Special Features:

Full Height Front
Making construction of casing simple All attendance on furnace given through large front, making casing very tight.

Fire Pot
Two-piece, and shaped so as to be nearly indestructible.

Grates
Triangular bars, hung in patent hanger. Each can be removed separately.

Dust Flue
Carrying dust from ash pit to fire pot, relieving radiator and smoke pipe.

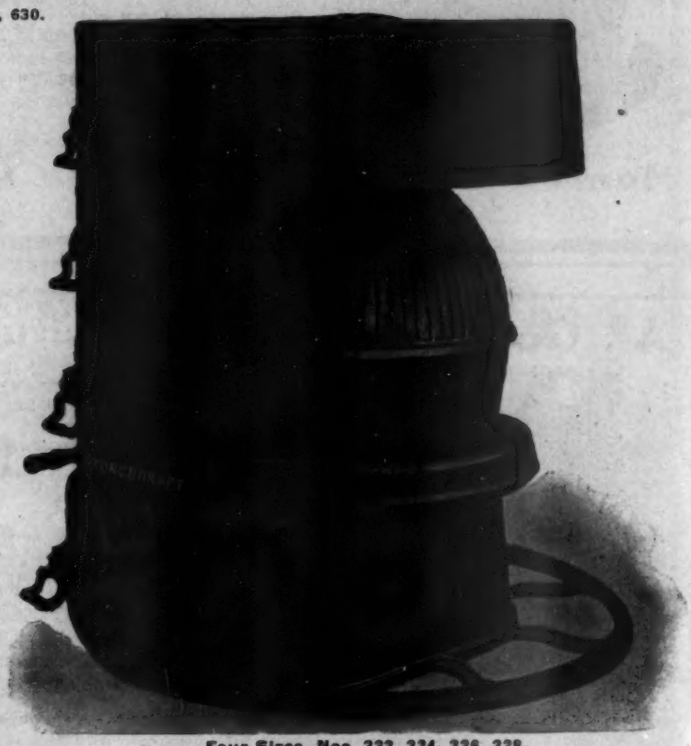
Water Pan and Clean Out
Easy of access.

Especially Adapted to Low Cellars

For Soft Coal, Coke, Wood

Full Height Front
One Piece Cast Radiator
Interior Clean Out
Large Double Feed Doors
Guaranteed Air Blast Fire Pot
Patented Force Draft Ring
Triangular Grates
Patented Grate Hanger

Especially Adapted to Low Cellars



Four Sizes, Nos. 322, 324, 326, 328.

Germer Stove Company

235 Newberry Ave., CHICAGO, ILL. **ERIE, PA.**

ESTABLISHED 1880.

THE AMERICAN ARTISAN & HARDWARE RECORD

Representative of the Stove, Tin, Hardware, Heating and Ventilating Interests.

PUBLISHED EVERY SATURDAY.

TERMS OF SUBSCRIPTION IN THE UNITED STATES AND ITS POSSESSIONS, (Invariably in advance): ONE YEAR, POSTAGE PAID, $2.00.
IN FOREIGN COUNTRIES INCLUDING CANADA, ONE YEAR, POSTAGE PAID, $4.00

Address all Letters, Communications, and Remittances to

DANIEL STERN, PUBLISHER AND PROPRIETOR,
355 DEARBORN STREET, CHICAGO, ILL.

Entered as Second-Class Matter June 25, 1885, at the Post Office at Chicago, Illinois, under Act of March 3rd, 1879.

CHICAGO, APRIL 17, 1909.

THE German Foreign Office has furnished to the United States official information regarding wages and other costs in the production of all articles manufactured in Germany and covered by the American tariff. The State Department, after finding that the replies from American consuls on this subject were inadequate, owing to the unwillingness of French, British, and German manufacturers to supply a trade rival with facts upon which to base a hostile tariff, directed the American ambassadors in Europe to invite such information. In its answer the Foreign Office contents itself with transmitting official communications from the confederated states, together with a comparison prepared by the Ministry of the Interior, of the wages actually paid in Germany and the figures giving wages paid as laid before the Ways and Means Committee, by representatives of the industries affected by the American tariff. It is in this comparison that the material for controversy has been found. The Ministry of the Interior took the figures printed in the reports of the hearings of the Ways and Means Committee as a basis upon which to make contrasts with the figures officially supplied by the German Chambers of Commerce. The Ministry of the Interior has been obliged also to point out other serious inaccuracies in the wage schedules submitted by the committee when compared to the payrolls of German manufacturers.

Make Use of the Advertising Matter.

THE hardware and other manufacturers of this country spend enormous sums of money annually for advertising matter such as circulars, folders, leaflets, booklets, cards, etc., which they send out broadcast to dealers all over the land on the supposition that the latter will use such material to their own advantage by distributing it judiciously among their customers so that they can keep abreast of the times by becoming acquainted with new articles of manufacture that are being brought out ever and anon. The manufacturers employ high-salaried experts to prepare this advertising literature and they spare neither time nor money to get it up in the most attractive form. As a result, much of it is often of a highly interesting character and frequently brimful of information and suggestions, which, if the seed does not fall on stony ground, should prove of great value to the dealer in enabling him to solve some of his business problems and add materially to his volume of trade. Such a vast amount of this material is distributed that one is inclined to wonder what becomes of it all, and to ascertain whether all the good is derived from it that should be so derived.

We are inclined to think that too large a percentage of it finds its way into the waste paper basket or is dumped wholesale into the alley. If this is so it is indeed a most unfortunate thing. It would appear that dealers are disposed to underestimate the real worth of this literature simply because it is furnished them free of cost. This very material that they may throw away cavalierly may tell of some new device that they may have been looking for for years back or something for which their customers have been inquiring.

Much of this literature referred to tells how a business may be conducted successfully, how large things have been evolved from small and insignificant things. A single modest little leaflet may contain an idea which may result in putting you among the most successful business men of your community. You never know. Stranger things than this have happened. There are hundreds of hardware merchants in this country today who are free to admit that they have reaped very profitable results from the proper disposal of these little interesting circulars and the like. They are the ones who realize what an expense has been incurred in producing them and how valuable they really are. There are other merchants, however, who, simply because they think they are entitled to them, insist upon getting them, and when they do get them very frequently never open the packages but consign them to the dark corner or basement.

Goods well advertised are half sold. Advertising is a salesman working 24 hours a day and seven days a week. You arrange the goods in your store so that your salesmen can work to the best advantage. Do you do this with your silent salesman—your advertising matter? To put it plainly, every piece of advertising matter sent you by your manufacturer costs something; it is prepared and sent to you to accomplish some definite, specific purpose. If you are not using it wisely and to the best advantage, you are causing the manufacturer needless waste, and what is of more consequence, you are wasting an opportunity to increase your own business on profitable lines.

"Swollen Fortunes," a Myth.

AN inkling of just who they are that own the great railroad, financial, industrial and other corporations in the United States may be had from some figures furnished by one of the southern railroad companies, the Georgia Railroad and Banking Company—one of the few corporations that regularly publish lists of their shareholders. From its 1908 report it appears that of its total of 1,096 shares issued and outstanding 494 are

owned by women; 345 by men; 127 by trustees; 63 by estates; 16 by guardians; eight by executors; 14 by churches and other religious organizations; five by schools and colleges; two by asylums and hospitals; three by societies; eight by business firms; seven by insurance companies, and only four by banks. The shareholder's average yearly income is $420.

There are more than 30,000 stockholders in the Union Pacific and the Southern Pacific Railroad Companies; there are 59,200 shareholders in the Pennsylvania Railroad, for instance; and an estimated aggregate of 500,000 stockholders in all the railroads of the United States. The stocks of seven of the great industrial combinations—steel, telephone, sugar, copper, Pullman, smelters and oil—are owned by 201,400 people. The 8,800,000 shares of the 5,400 national banks in 1904 were held by 318,000 investors, an average of only 28 shares to each person. There are now about 7,000 national banks in the United States, and it is estimated that they are owned by not less than 400,000 people. These banks have 15,000,000 depositors; and the life insurance companies 25,000,000 policyholders.

The question as to who own the big transportation systems and financial institutions of the country is easily answered. They are the property of people of moderate means. "Swollen fortunes" are really a good deal of a myth—and "malefactors of great wealth" much of a hollow mockery.

Industrial Safety.

THE Illinois industrial safety bill should win a large approving vote in the legislature. It has been prepared after long study of conditions. It is based upon observed facts. Its threefold purpose commends it to every friend of the race. It seeks the guarding of dangerous machinery, the sanitation of factories and mercantile establishments, and the ventilation of establishments of various types.

The accidents resulting from unguarded machinery ought to be comparatively easy of tabulation. The exact death rate from that source may be estimated. It probably is true that there is slight excuse for injury or death from such a cause. Dangerous machinery should be accompanied by the proper safeguards for workmen.

When it comes to figuring out the loss from insanitary surroundings and defective ventilation there is no sure guide. But it does not require particular insight into health problems to appreciate the fact that thousands of people are sent to premature death because of the lack of proper regulation in these lines. Statements like the following tell their own tale: "In some places from 125 to 200 girls were found working in a single room without any ventilation whatever, and the washing facilities consisted of a spigot in an ordinary sink."

In Chicago, with its large extent of territory and its natural abundance of fresh air and light, places were visited by the State Industrial Commission where the approaches to third or fourth stories were so dark that it was impossible to see six inches ahead in any direction. In many cases practically no means of escape from fire was provided.

The mere details of the commission's report should be sufficient argument to convince legislators. The conditions described cannot be justified by any possible reasoning.

Help The Beginner.

NO ONE would think of discouraging the young man who is ambitious to branch out for himself, much less fail to wish him success. We are beginning to learn thoroughly that every failure leaves a scar on the trade. It is usually the result of too low prices, which have educated not a few patrons to form fallacious notions as to the value of the product. This feeling lingers, and the customers, naturally resenting what they regard as an attempt to "gouge" them, persist in the search for as low prices elsewhere. If they fail in securing them, they are at least dissatisfied and look on the trade as permeated with dishonesty. Necessarily, the one who fails suffers most, and in ninety-nine cases out of a hundred, it is the result of ignorance rather than want of native ability. The secret of these failures is lack of business knowledge. The mechanic or artisan not being acquainted with the principles of merchandising runs amuck; sometimes he pulls through, not infrequently he fails; but always in the learning years he is unwittingly lowering the tone of the trade. Thus it comes that all should be willing to assist in showing the beginner how to avoid the rocks of business incompetence and aid him in winning success through the practice of honorable methods that do not degrade the industry.

Dishonesty Among Boys.

A NEW YORK man who keeps a small store and has to employ young men to help him, is discouraged because out of ten of his employes, whose ages ranged from 19 to 27 years, he had to discharge seven in eighteen months for dishonesty—for practicing the system called "knocking down." This is certainly cause for perturbation on the part of a man who is inclined to look deeper than the surface, and especially from the fact that all of the dishonest ones were native Americans and born in New York City. The young men came to him from larger houses and with "good references," but it appears they had not been accustomed to handling money. Upon being placed in a position where they had access to the cash box, and the proprietor being temporarily absent, seven of ten proved untrustworthy. That is rather a heavy percentage of failures and it would appear as if there had been something wrong with the system under which they were brought up.

It is to be feared that many parents neglect to impress upon their children the necessity of absolute honesty in their dealings with others. There are few parents but have opportunities—many very frequently, no doubt—to teach this lesson when they discover from conversation with their children that some small breach of this propriety has been committed. They affect not to see when their children have robbed their neighbor's grape arbor or fruit trees, and wonder a few years later when the boys develop into common thieves. Others will openly suggest small thefts to their offspring, or boast of some advantage they have gained over another by underhand methods, thus leading their children to infer that such methods are proper

for them to follow. One can well imagine that the seven dishonest youths complained of by this New York business man had bad home influences. A child can be taught to be honest as well as to read and write.

RANDOM NOTES AND SKETCHES.

BY SIDNEY ARNOLD.

Society should be an honored term. That it is not is because the word has come to mean that class which Wilde defines as "a lot of nobodies talking about nothing." The same cynic pictures the so-called "society" of our cities in his assertion that "to be in society is merely a bore, but to be out of it is simply a tragedy." "The best society" is not the society that bores. That term means something more than a mad revel, a midnight flutter of rich silks and the tell-tale clinking of wine glasses. The best society, the only true aristocracy, is the society of intellect, the aristocracy of brains. It is a wrong idea to think that any so-styled Four Hundred in any community represent the society of the city. Society is as old as the human race. Adam and Eve were in society—the most exclusive circle. The late Mrs. Astor—herself a society leader—told us in almost her last words that "lavish display and mad extravagance" were the keynote of New York society. That is true of that same Four Hundred, but there will be found among the four million, however, much society that is worth while. Lubbock tells us that "there was no society in London so agreeable that Macaulay would have preferred it to the company of Sterne or Fielding, Horace Walpole or Boswell." Macaulay belonged to the aristocracy of brains. One could not imagine him squandering his time among such "pompous nothingness." Whipple quotes Selwyn as saying, after a debauch in the titled society of England: "I look and feel villainously bad, but hang it, it is life, it is life!" Selwyn would have been no better company for Gibbon than Gibbon would have been for Selwyn. It is especially true that in society "birds of a feather flock together." In every community there is the better element—the society of intellect. In that society Mrs. Quick-Rich would be ill at ease. The people who knew and were known by Mrs. Elizabeth Barrett Browning in England, at whose functions the flow of conversation was intelligent rather than inane, constituted the best society. When Mrs. Browning went to Florence she did not court society; society courted her. France has had her great intellects, but they were not found among those who fawned at the feet of the Louis. The best society of America has been made up of those circles that attracted the men of Concord, the Quaker of Danvers, the Bryanites and Irvings and Prescotts, and the events graced by the Adamses, Cooper and their class. Perish the idea that our first society is our fast society. In our best society, and in the best society of every country there is no necessity for what Donald G. Mitchell calls "the fig-leaves of decency." Society in its best sense is necessarily intellectual, necessarily moral. The first society knows no Four Hundred.

* * *

There is a margin of difference between industry and labor. Industry is toil dignified. In one of his letters to his son Lord Chesterfield wrote: "Every moment you now employ usefully is so much time wisely laid out at prodigious interest." Young men should remember that time can be invested as well as money. Hours wasted are like dollars thrown away. Prof. Agassiz, one of the most intelligently industrious men known to science, once told James A. Garfield that it was the rule of his life to abandon any intellectual pursuit the moment it became commercially valuable. A thousand hands would then take up the work. "My line of work," said the great naturalist, "is above the line of commercial values." It is such men as Agassiz who emphasize the dignity of labor. There are few men nowadays like Morlot, who would not "waste any of his time" in making money. It detracts nothing from the honor of an occupation to have it profitable. The real problem is how to make our time most remunerative. There enters the call of industry; the application of intelligence to daily toil. The men who "make good," who rise to positions of influence, are those who drive that team—industry and intelligence—not tandem, but abreast. Often it isn't what we do so much as how we do it. It isn't the hours we put in, but the results that count. Men of achievement have been men of industry. Carlo Maratti, we are told, sketched the head of Antinos 300 times before his effort satisfied him. Had the artist merely labored he would have been satisfied, or discouraged, long before the three-hundredth attempt. His industry involved something more than toil. "The reward of a thing well done is to have done it," says Emerson. In the days of Solon indolence was a capital offense. Industry was essential to one's self-respect. The man who does not produce something of value as the result of his own effort is a drone. The idle class is composed of two elements—those who are too rich to work and those who are too lazy. One is as useless as the other. "One reward of work is to secure leisure," says a well-known writer. The man who has thus won his leisure does not waste it. He is a man to whom idleness is death. He is a man who believes with Quayle that "manhood is nobler than genius." Industry is an integral part of manhood. The Buddhist's idea of heaven is eternal rest. To any man whose soul was worth considering that would be hades. Imagine the monotony of an eternity of indolence. The men of industry are the lords of creation. Toil is a badge of respectability. Industry is a passport of distinction. Measure in your mind the tireless industry of Shakespeare. Calculate the intelligent labor required to build the Taj Mahal. Estimate the busy hours devoted to planning Washington's campaigns. Look in on Edison in his laboratory. He abhors an idle hour. Industry has been the crowning glory of these men. It is only the degenerate who regard labor as degrading. "He that hath a trade hath an estate," says Franklin.

* * *

TROUBLE IN THE REPTILE HOUSE.

Keeper—Terrible accident to the glass snake!

Zoo Manager—What's the matter?

Keeper—It swallowed a dynamite cap and now its nervous system is completed shattered.

News Siftings

The Trenkamp Stove & Mfg. Co., Cleveland, Ohio, will erect a shop at Quincy avenue S. E., near East Ninety-third street, at a cost of $15,000. The building will be of mill construction, and will be completed within three months.

A prominent gas company in the Far East has advised an American consular officer in that region that it would like to secure the names of manufacturers of gas stoves and lamps in the United States, with a view to entering into correspondence for the purpose of importing such goods. By writing the Bureau of Manufactures, Washington, D. C., and referring to File No. 3300, the address may be obtained.

The Anchor Stove & Range Co., Louisville, Ky., advise that W. B. Miller, formerly superintendent of the Birmingham Gas Co., will represent their gas range business in the Southern states; C. C. Rundell, formerly of the Detroit Stove Works, will represent them in Indiana and Ohio, and Curry Daughtry of the Pittsburg Gas Appliance Co., of Kansas City, Mo., will look after their interests in Kansas and the Southwest.

Smith & Anthony Co., 52-54 Union St., Boston, Mass., are distributing a folder illustrating their "Monarch Hub" range, ebony finish; "Model Hub" range, ebony finish; "Magic Hub" range, made in ebony finish and embossed patterns; "Model Hub" range, embossed pattern; "Hub" hotel range, made in various sizes for use in private families, hotels, restaurants and institutions; "Hub" ebony finish wood parlor stove, a stove and portable fireplace combined; and the "Hub Heater" parlor stove, one of the company's latest productions. Smith & Anthony Co. take occasion to state that these are but a few of their extensive line of "Hub" ranges and heaters.

Thomas Hamilton, for 16 years superintendent of Moore Bros. Co., stove manufacturers, Joliet, Ill., and C. L. Featherstone, a salesman for the same concern, are two of the organizers of a new stove company, known as the Iowa Stove & Range Co., which will be located at Waterloo, Iowa. The new concern will succeed to the stove and specialty business of the Cascaden Mfg. Co. of Waterloo, the plant of the latter concern having been leased. The officers of the Iowa Stove and Range Co. are: President, Thos. Cascaden, Jr.; secretary and general manager, C. L. Featherstone; superintendent, Thos. Hamilton. The new concern will manufacture a line of steel ranges, base-burners, furnaces and repairs.

THE "NEW PROCESS" WICK BLUE-FLAME OIL COOK STOVE.

The Standard Lighting Co., Cleveland, Ohio, division of the American Stove Co., state that their "New Process" Wick Blue-Flame Oil Cook Stove fills a long-felt want and is the latest improved and most perfect oil stove manufactured. The manufacturers say that it is in great demand and used everywhere, being distinctly different from any other stove. It is made in four sizes. Safety, economy and efficiency, the makers claim, are the principal characteristics of this stove. When writing the Standard Lighting Co., Department "A," for catalogue, in which a full description of the "New Process" Wick Blue-Flame Oil Cook Stove is given, kindly mention THE AMERICAN ARTISAN.

THE NEWEST THING IN A HEATER.

The Sill Stove Works, Rochester, N. Y., announce that they are about ready to present to the trade a new stove, the "Sterling" Heater, which, they state, will upset a good many ideas that have been firmly fixed in the minds of stove men. The manufacturers assert that the "Sterling" Heater is more economical, easier to control and easier to sell than a base-burner. While the base-burner has been recognized for years as the most economical heater, the Sill Stove Works maintain that in this respect it falls far short of their "Sterling" Heater. In their advertisement which appears in this issue is a coupon which they request the trade to fill out and mail to them, so that they may be given an opportunity of telling of the superiority of the "Sterling" Heater. When writing the Sill Stove Works, kindly mention THE AMERICAN ARTISAN.

THE "ECLIPSE" NESTED STOVE PIPE THIMBLE.

Stuber & Kuck, Peoria, Ill., have put on the market the "Eclipse" Nested Stove Pipe Thimble, shown in the accompanying illustration. They state that it is stronger than a hand-made riveted thimble, and is always ready to hook together. The lug is always on top and passes through two slots then tied. It does not interfere with the entering stove pipe, and the manufacturers guarantee it to save 80 per cent of room. The "Eclipse" nested stove pipe thimble is made of galvanized iron in five, six and seven-inch sizes. When writing for further particulars, kindly mention THE AMERICAN ARTISAN.

"Eclipse" Stove Pipe Thimble.

MEETINGS OF STOVE MANUFACTURERS.

As previously announced in THE AMERICAN ARTISAN, the 38th annual convention of the National Association of Stove Manufacturers will be held at the Marlborough-Blenheim Hotel, Atlantic City, N. J., on May 12 and 13. The Federal Furnace League will meet on May 10, while the Stove Founders' National Defense Association will convene on May 10 and 11.

E. C. Hanrahan, 1408 Auditorium Tower, Chicago, secretary of the National Association of Stove Manufacturers, advises that he has been instructed by President William G. Henry to urge the attendance of every member at the stove manufacturers' meeting. Topics of especial interest to stove manufacturers will be discussed and every effort will be made to make the meeting interesting and of such a character that all who may be in attendance will find that their time has been profitably employed.

"The interchange of thought and experiences, made possible by the annual conventions of the stove manu-

facturers, has, in no small measure, contributed to the conservation of the best interests of the stove manufacturing industry," says Secretary Hanrahan. "Conditions of trade are constantly undergoing changes and the free discussion of these conditions developed at these meetings cannot but be conducive to the advantage of all. Besides, the opportunity is afforded to renew old, and form new acquaintances in the trade, resulting in friendship which makes for better understanding that smoothes over many rough places in our business lives. Time devoted to a meeting yields a better return than can be realized in any other way."

With regard to hotel accommodations, Secretary Hanrahan advises that the Marlborough-Blenheim offers reduced rates.

To avoid inconvenience and disappointment, Secretary Hanrahan advises those who purpose attending the convention to notify the hotel management as early as possible to make reservations for such accommodations as may be desired. Secretary Hanrahan is distributing a postal card which he requests be filled out by those who will attend the Atlantic City convention, and mailed to him not later than the close of the present month.

REFLECTOR GAS HEATERS OF THE STOVE & RANGE CO. OF PITTSBURGH.

The Stove & Range Co. of Pittsburgh, Pittsburgh, Pa., are calling the attention of the trade to their line

"Sunbeam" Reflector Gas Heater.

of Reflector Gas Heaters, a type of which is seen in the illustration herewith. The company advise that during the past winter they have been operating these stoves while having them connected to a testing meter in the presence of numerous thermometers. They state that the results thus obtained warrant them in making the claim that these stoves mark a step in advance for this popular type of stove. Their success, they state, is due to the individuality of their construction, as "there is a reason, and a scientific reason, for making every part of the stove as it is made." The company's construction department "stayed up nights" with these little stoves and figured with a "very short pencil" on numerous details that plenty of people would overlook. The reflector gas stoves of the Stove & Range Co. of Pittsburgh, are made in a great variety of sizes but only in one style of finish. The following is the "geography" of the materials of which these stoves are made: Steel for body, Pittsburg District; pipe for burners, Pittsburg District; cast iron parts, Pittsburg District; copper for reflectors, New England; nickel plating materials, Canada; lava tips for burners, Germany; valves, Michigan; automatic machinery, Pennsylvania and Ohio; bolts, New England; crating lumber, Allegheny Mountains. When writing the Stove & Range Co. of Pittsburgh for prices, kindly mention THE AMERICAN ARTISAN.

"EUREKA" STEEL RANGES.

The Eureka Steel Range Co., O'Fallon, Ill., are distributing their catalogue of "Eureka" Steel Ranges. The manufacturers state that the "Eureka" range is known to be the one good cheap range on the market, and a ready seller, and that with a little effort a merchant can increase his sales two-fold, for the reason that the range is in demand as the price is within the reach of every purchaser. The bodies of the ovens of the "Eureka" range are made of one piece of cold rolled steel, 16 gauge, with flanged edges closely boiler-riveted to the bodies of the ranges, making absolutely tight joints, proof against ashes, dust and soot. The top warming closet of the "Eureka" range is novel and beautiful and it has a revolving door which swings up under the top of the closet out of the way, taking up no space and permitting the whole of the interior of the closet to be exposed while placing in the food to be warmed. The bodies of the closets are dipped and baked to a high degree of heat, to withstand long usage. The flues and end of the fire-box are lined with asbestos, preventing the heat radiating into the room and effectually confining it within the range against the oven, tending toward economy in the consumption of fuel and insuring durability of the range. The japanned trimmings include high closet, oven door, feed door, draft slides, ash pan front, clean-out door and name plate.

"Industrial Progress" is the title of a very attractive and handsomely illustrated booklet issued in the interest of Allis-Chalmers Co., Milwaukee, Wis. It is not in any sense a competitor of the trade or technical journals, and C. A. Tupper, manager and editor, has so far been able to keep it free from any advertisements either of the concern in whose interest it is published or others. It is intended to preserve in convenient form a great deal of valuable matter relating to machinery, etc., which has heretofore not been generally available for that purpose. The booklet should commend itself to all those who are interested in the work of which it treats.

Some one has said a good hen does business every day and let's you know it. When she doesn't cackle there is nothing doing. When you don't advertise nobody knows what you are doing.

The Hardware Record.

THE AMERICAN ARTISAN AND HARDWARE RECORD is the only publication containing western hardware and metal prices corrected weekly. You will find these on pages 36 to 41 inclusive.

The cutlery works of Winterbottom, Carr & Co., at Egg Harbor City, N. J., recently suffered a $2,500 loss by fire.

The Andrews Wire & Iron Works, Oxford, Ill., will erect a two-story fireproof building to be used for offices, at a cost of $10,000.

The plant formerly occupied by Henry Disston & Sons, Inc., located at Front and Laurel streets, Philadelphia, was recently damaged by fire with a loss of $150,000. The building was occupied by various manufacturing concerns.

The Acme Shear Company, Bridgeport, Conn., manufacturer of shears and scissors, has about completed plans for an additional factory building, 35 x 125 ft. The new building will permit the addition of 100 men to the regular working force.

The Kenney Mfg. Co. of New London, Conn., has been capitalized at $50,000 to engage in the manufacture of hardware, etc. The incorporators are Frank S. Joseph of Groton, Henry Holt Smith and Mae F. Rafftery, both of New London.

The United States Wire Fence & Fabricating Co., recently incorporated with a capital stock of $800,000 by F. C. Andrews, Henry Sinzabaugh of New Jersey; Henry W. Rogers of Pittsburg and T. J. Wilson of New York, and whose office is at Ridgway Park, N. J., will manufacture wire fencing.

G. Cohn & Co., 337 Broadway, New York, were completely burned out recently, and the firm has gone into liquidation. G. Cohn has organized a new company of which he is the president, the Berlin Manufacturers' Agency, at 337 Broadway, New York, for the manufacture of "Conia" lamps and alcohol and oil stoves and lamps.

The Stanley Rule & Level Co., New Britain, Conn., report an increasing demand for Stanley Concealed Ratchet Braces, which they declare to be the strongest and best made braces on the market. Their catalogue No. 34 illustrates and describes their complete line of braces and other high grade carpenters' tools. It may be had for the asking. When writing, kindly mention THE AMERICAN ARTISAN.

Walter S. Stebbins, who since 1871 had been connected with the sporting goods house of A. G. Spalding & Bros., Chicago, died on April 8 at his residence, 626 Washington Boulevard. "Col." Stebbins, as he was known, was an authority on baseball and other sports and was very popular among the sporting fraternity of Chicago. About a year ago his health began to fail and he was obliged to retire from active business.

The Criminal Jurisprudence Committee of the Missouri Legislature has recommended a change in the bill to prohibit the display of firearms and other weapons in show windows or showcases. The amendment proposed by the House committee provides that the weapons shall not be displayed where they can be seen from the sidewalk or the exterior of the building. This would permit their display in showcases in the interior of the store.

The Star Expansion Bolt Company, Bayonne, N. J., whose standard line of Expansion Bolts, Toggle Bolts, Cable Hangers, Drills, and Drill Holders, are so well and favorably known to the trade, have removed their general offices from Bayonne, to 147 Cedar street, New York City, where a very complete stock will be maintained at all times, and where the company hope to have the pleasure of receiving their friends who may be either located permanently in the city or just there on a visit.

The ninth annual Shad Dinner of the Hardware Lunch Club of Philadelphia will be given on the afternoon of Saturday, May 8, at "The Orchard," Essington on the Delaware. The train will leave the Baltimore & Ohio depot, 24th and Chestnut streets, at 12:35 p. m., returning at convenient intervals in the early evening. Secretary Frank G. Drew, Lansdowne, Pa., requests that all those who contemplate attending the dinner forward to him $2.50, the amount of the assessment.

J. Russell Jones, one of the oldest and most prominent residents of Chicago, died on April 11 after a protracted period of illness, at the age of 86 years. He organized the Northwestern Horse Nail Mfg. Co. and was its president for many years. He was at one time very prominent in national politics and served as United States Minister to Belgium during President Grant's administration. Mr. Jones organized the Chicago West Division Street Railway Co., and at the time of his death he was a director of the Illinois Trust & Savings Bank of Chicago, the Chicago Telephone Co., the Central Union Telephone Co., and was a heavy stockholder in various other financial and industrial corporations. He is survived by a wife and two children.

GOT THE JOB HE WANTED.

To THE AMERICAN ARTISAN:

I have secured a job and you may take my advertisement out of your paper. I think THE AMERICAN ARTISAN is the best paper in which to advertise.

EWALD DINGLES.

605 N. Payne street, New Ulm, Minn., April 5, 1909.

WHAT OTHERS SAY OF "THE ADVERTISING MANUAL."

From the Genuine Bangor Slate Co., Easton, Pa.

"You certainly deserve to be complimented on THE AMERICAN ARTISAN ADVERTISING MANUAL, which, unlike most others, represents practice rather than theory."

From "Mida's Criterion," Chicago.

"THE AMERICAN ARTISAN ADVERTISING MANUAL, published by Daniel Stern, 355 Dearborn St., Chicago, price $3.50, is just out of press. The announcements therein are actual announcements of hardware dealers, which have appeared in local papers in this country and which were criticized in THE AMERICAN ARTISAN from time to time. They are now published in book

form in response to repeated requests from the hardware trade. The work contains a world of practical suggestions on the subject of advertising and is an exposition of the correct methods to be applied in the preparation of newspaper advertisements from which the best returns may be expected.

THE AMERICAN ARTISAN'S HARDWARE WINDOW DISPLAY COMPETITION.

THE AMERICAN ARTISAN'S Hardware Window Display Competition which closed on March 15, the names of the prize winners and of those concerning whose exhibits honorable mention was made having appeared in THE AMERICAN ARTISAN of April 3, proved to be of unusual interest this year, owing to the exceptionally large number of photographs of hardware window displays entered in the contest, which had been given widespread publicity. As previously stated, the judges to whom was entrusted the task of deciding the prize winners of the contest, were the same three gentlemen who on two previous occasions performed similar duties and whose decisions were received with universal commendation. The awards this year, as on the other occasions, were made strictly upon the merits of the exhibits submitted, and not a little time was consumed by the judges in arriving at unanimous decisions regarding the meritorious features which characterized a large number of the photographs entered in the competition. As our readers are well aware, the contest was conducted in such a manner as to preclude any possibility of the judges being able to determine the name of the contestant or the town or city where the display was made.

That hardware merchants throughout the country are awakening to a realization of the very prominent part that their show windows play in the successful conduct of their business, may be conclusively deduced from the fact that the exhibits entered in THE AMERICAN ARTISAN'S Hardware Window Display Competition this year were, in number, greatly in excess of those entered in previous contests and were, to a marked degree, of greater general excellence than those submitted in other events of this kind conducted by this paper. Not only were the exhibits this year characterized by a marked improvement along artistic lines, but almost every photograph bore evidence of the fact that the hardware merchant of to-day realizes the importance of incorporating in his window displays practical selling ideas which should be regarded as one of the elemental features of an up-to-date show window display.

Almost immediately after the judges had rendered their decisions, the prize awards were duly made by THE AMERICAN ARTISAN. We herewith take pleasure in reproducing the letters of acknowledgment received from those who carried off the prizes.

The following letter is from the winner of the first prize of $50 in THE AMERICAN ARTISAN'S Hardware Window Display Competition:

To THE AMERICAN ARTISAN:

I take great pleasure in announcing to you that I am in receipt of your most favorable letter of March 29, together with your remittance of $50, which you have so cheerfully awarded me as first prize money for my effort in your hardware window display competition which closed on March 15th. Assuring you of my appreciation of this honor and wishing you even more success in the future with your strictly up-to-date journal, I am, Yours very truly,

CHAS. L. WHEELER,
With The Barkley, Bouton & Crain Hardware Co.
Ft. Collins, Colo., April 1, 1909.

The following letter and acknowledgment is from the winner of the second prize of $25:

To THE AMERICAN ARTISAN:

Your letter of recent date received containing remittance of $25, the second prize in your hardware window display contest, and I heartily thank you for your due consideration and the honor bestowed on my work. Again thanking you, and wishing you all success, I am, Yours truly,

MAX J. ELLIOTT,
With Gray & Dudley Hardware Co.
Nashville, Tenn., April 3, 1909.

The following letter is from the winner of the third prize of $15:

To THE AMERICAN ARTISAN:

I thank you very much for the $15 prize, which is the third prize awarded in your $100.00 Hardware Window Display Competition. I certainly am proud of the fact that my window took even third prize in as great a competition as that embraced.

Yours truly,
CHARLES A. MCGAVOCK,
With Keith, Simmons & Co.
Nashville, Tenn., April 13, '09.

The following letter we have received from the winner of the fourth prize of $10:

To THE AMERICAN ARTISAN:

Your kind letter and remittance of March 29 has been received. I assure you that I certainly appreciate the honor of being awarded the fourth prize in your contest, and I thank you for the $10.

ARTHUR HOFFMAN,
With P. Hoffman.
Sedalia, Mo., 305 Ohio St., April 8, '09.

"AMERICAN WIRE ROPE NEWS."

The current issue of "American Wire Rope News," issued by the American Steel & Wire Co., Chicago and other cities, is replete with interesting articles on the subject of wire rope and contains a number of handsome illustrations showing the uses to which wire rope is put. J. S. McCloskey writes on "Wire Rope in a Theater." J. E. Evans has an interesting article on "Cone Drums, Advantages and Disadvantages." "The Reclamation of Swamp Lands in Indiana" is the subject of an interesting article by J. D. Rauch, while James F. Howe contributes an article on "Some Wire Rope Phenomena." An interesting contribution by A. F. Bachlin tells how iron is made in Sweden for "American" elevator rope. The American Steel & Wire Co. state that they wish to assist users of wire

rope in securing the proper size, quality and construction, most suitable for their needs. They manufacture every variety of wire rope that is considered practicable and standard, and they invite correspondence with specifications and details, which will receive the careful attention of their skilled engineers, to the end that the best and most economical results may be obtained. When writing the American Steel & Wire Co., kindly mention THE AMERICAN ARTISAN.

A "LOCOMOTIVE" IN A HARDWARE WINDOW DISPLAY.

A "locomotive" designed and built by R. H. Kane for the Stollberg Hardware Co., Toledo, Ohio, recently attracted a great deal of attention in the show window of the Toledo concern. It was eight feet long and was made up of the following: 1 No. 18 garbage can; 2 1-qt. milk kettles; 6 11-inch pot covers; 12 7-inch pot covers; 2 cast sinks; ½ roll roofing paper; 2 8-ft. barn door tracks; ½ joint 6-inch Com. pipe; 1 2-burner hot plate; 2 oil faucets; 1 driving lamp; 1 cow bell; 1 funnel; 1 gas cock; 2 tin shingles; 5 ft. No. 12 jack chain; 12 house numbers; 1 dinner pail; 1 stove poker; 1 machine oiler; 2 4-ft. zig-zag rules; 1 cuspidor; 1 watch; 4 sq. ft. black wire cloth; 1 20-inch coal shovel. A line of stove boards and stove polish also formed part of the display.

Window Display of the Stollberg Hardware Co., Toledo, Ohio, Designed by R. H. Kane.

ADVANCE CATALOGUE "A" OF THE STANDARD ARMS CO.

The Standard Arms Company, 133 F Street, Wilmington, Del., have now ready for distribution their advance catalogue "A," illustrating and describing "Standard" rifles which will be placed on the market about June of this year. The company announces a line of high-grade rifles, designed and constructed on new and thoroughly scientific principles, and embodying the latest and greatest improvements in fire-arms. The "Standard" automatic and hand-operated rifles will be characterized by strength, simplicity, rapidity and reliability of action. The manufacturers state that all experts who have examined the automatic mechanism pronounce it the best yet produced, the symmetry and finish of the rifles being exceptionally attractive. The Standard Arms Co. have installed the latest and best machinery for the manufacture of these rifles and have employed skilled workmen of the highest grade, the materials used in the manufacture being the best obtainable. The company confidently believes that "Standard" rifles will be recognized by appreciative sportsmen as the standard for efficiency, and they will strive to maintain the high position in the manufacture of fire-arms which the superior qualities of their rifles merit. "Standard" self-operating rifles will embody many new and novel features most desirable to sportsmen, among which may be mentioned the following: Slide-action with low degree cams—claimed to be the easiest hand-operated action ever placed in a rifle; gas-operated automatic action, with absolute control of the operating power and quickly adjustable, insuring reliability of action; no disturbing effects from recoil; greater speed of operation (the self-operating rifle can be put together, loaded, aimed and six shots fired in one-quarter of the time required with any other rifle, according to the manufacturers); no protruding magazine or bolt to disturb the sportsman. When writing The Standard Arms Company for advance catalogue "A," kindly mention THE AMERICAN ARTISAN.

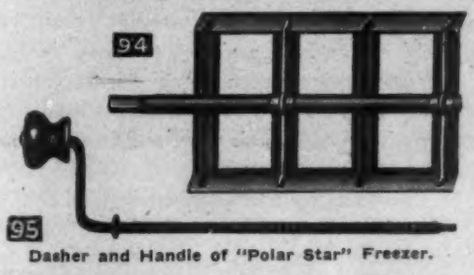
C. H. TURNER RETIRES FROM PRESIDENCY OF ALBANY HARDWARE & IRON CO.

At the recent meeting of the board of directors of the Albany Hardware & Iron Co., Albany, N. Y., hardware jobbers, Wm. I. Baker, formerly vice-president of the company, was elected president, to succeed Chas. H. Turner, who resigned from the presidency, which office he has held since the organization of the company by him and some of his business associates in 1891, as successor of the late Maurice E. Viele. Mr. Turner has retired from the concern and has an office at 51 State street, Albany, pending the settlement in full of his business matters with the company. In addition to the election of Wm. I. Baker as president, former secretary W. B. Wackerhagen was elected vice-president and general manager, and W. E. Foskett, secretary. The treasurer is James K. Dunscomb. Wm. H. Gick was elected to the board of di-

rectors to succeed Mr. Turner, and Wm. S. Dyer to succeed the late Wm. I. Amsdell. Mr. Turner has been identified with the hardware business since his boyhood, commencing in his native town, New London, Conn., where he served his apprenticeship. The growth of the business of the Albany Hardware & Iron Co. under Mr. Turner's guidance has been very marked, and it is now one of the largest business concerns in Albany. In addition to his duties in Albany, Mr. Turner has been identified with the work of several associations, having served as secretary of the Eastern New York and Vermont, and for two terms as president of the New York State Association of Hardware Jobbers, being at present a member of the executive committee of the National Hardware (Jobbers') Association. Having been a busy man for so many years Mr. Turner will seek rest for a period before possibly taking up some branch of the hardware business of less exacting demands. At a banquet given at Albany in his honor Mr. Turner was presented with a very handsome signet ring by the employes of the company and a very commendatory letter.

THE "POLAR STAR" ICE CREAM FREEZER.

The accompanying illustration shows the Dasher and Handle of the "Polar Star" Ice Cream Freezer, which has been placed on the market by Smith & Hemenway Co., 108-110 Duane St., New York. The company states that the "Polar Star" makes ice cream with little labor in 5 to 10 minutes at a cost of from



Dasher and Handle of "Polar Star" Freezer.

5 to 10 cents for ice and salt. The "Polar Star" is declared to be the quickest acting, most sanitary and simplest ice cream freezer now on the market, besides being comparatively inexpensive. A booklet of recipes for bread, cakes, ice creams, sherbets and frozen puddings, goes with each machine. Smith & Hemenway Co. state that the "Polar Star" ice cream freezer is finding great favor with the trade. When writing for descriptive literature and prices, kindly mention THE AMERICAN ARTISAN.

"THE MAKING OF A BUILDERS' HARDWARE SALESMAN."

The Richards Mfg. Co., Aurora, Ill., manufacturers of door hangers and hardware specialties, are distributing a very interesting and neatly gotten-up booklet entitled "The Making of a Builders' Hardware Salesman," by C. W. Schuchardt. Illustrations appear in the booklet of the "Richards' Royal" House Door Hanger; "Richards' Palace" Semi-trolley House Door Hanger, and "Richards'" Trolley Hangers. In the "Richards' Royal" house door hanger, ball-bearing wheels run noiselessly on hard maple tracks. The "Richards' Palace" is said by the makers to be the best type of semi-trolley house door hanger on the market. It operates noiselessly and with ease. It is provided with wide ball-bearing wheels, which run on hard maple tracks, the slot in the track being open so that neither dirt nor plaster can accumulate. The hanger and track are adjustable and both can be removed after the walls are plastered. The "Richards'" trolley door hangers are suitable for doors weighing up to a ton. They are said to cover every requirement. Brackets are furnished to attach track to side or ceiling supports. "Richards' Monarch" fire door fixtures have been approved by the Underwriters' Laboratories and they cover the requirements of the National Board of Fire Underwriters. The Richards Mfg. Co. would be pleased to forward a copy of the booklet mentioned to those who will write for it. When writing, kindly mention THE AMERICAN ARTISAN.

ENTERTAINMENT FEATURES OF PITTSBURG CONVENTION.

In connection with the joint convention of the American Hardware Manufacturers' Association and the Southern Hardware Jobbers' Association which will be held at Pittsburg, Pa., on June 9, 10 and 11, F. D. Mitchell, 309 Broadway, New York City, Secretary-Treasurer of the American Hardware Manufacturers' Association, advises that all matters relative to the entertainment program have been placed in the hands of the Pittsburg General Committee, consisting of 50 members of the Hardware Manufacturers' Association located in the Pittsburg District. The Pittsburg General Committee has held three meetings and there have been several meetings of subcommittees, as a result of which the following general entertainment features for the convention are announced:

WEDNESDAY EVENING, JUNE 9.

A smoker including band concert and vaudeville on the lawn of the Schenley Hotel.

THURSDAY AFTERNOON, JUNE 10.

Sightseeing trips to various manufacturing plants located in the Pittsburg District.

THURSDAY EVENING, JUNE 10.

Dinner for the gentlemen, and card party for the ladies, at the Schenley Hotel.

FRIDAY AFTERNOON, JUNE 11.

Garden party and band concert at the Pittsburg Country Club.

FRIDAY EVENING, JUNE 11.

Dance at the Schenley Hotel.

All expenses in connection with the entertainment features will be borne by the Pittsburg members of the American Hardware Manufacturers' Association. Official invitations to attend the convention will be mailed on or about May 1 to the members of both associations, representatives of the Trade Press, the Presidents and Secretaries of the National Retail Hardware Association and the Canadian Wholesale Hardware Association, and to the officers and executive committee of the National Hardware (Jobbers') Association of the United States.

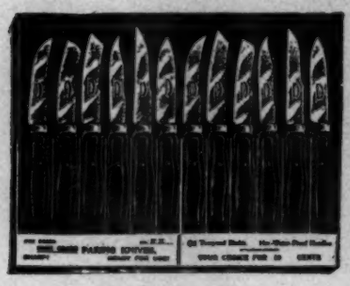
A NEWLY PATENTED CHUCK.

A United States patent on a chuck was on April 6 granted to Thos. J. Fegley, Philadelphia, Pa., who has assigned it to North Bros. Mfg. Co., Philadelphia. Mr. Fegley filed the application for the patent on January 9, 1908. The chuck has a slotted body portion, having a threaded periphery, an operating sleeve beveled at one end, and having an internal screw thread adapted to the thread on the bottom portion. A block mounted in the slot has opposite bevels at the forward end. Two jaws are beveled at each end and mounted between the beveled portion of the sleeve and the block. A U-shaped spring extends around the block and has its ends attached to the jaws, so that the jaws can be assembled with the block before being placed in the chuck casing. When writing North Bros. Mfg. Co., kindly mention THE AMERICAN ARTISAN.

Chuck Recently Patented.

PARING KNIVES OF IRA F. WHITE & SON CO.

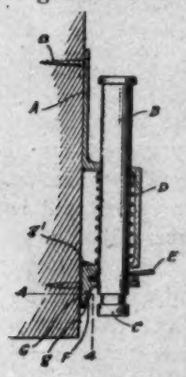
Ira F. White & Son Co., Newark, N. J., have put on the market a line of assorted paring knives, some of which are shown in the accompanying illustration. There are about 20 assortments, nearly 100 styles and grades. The blades are oil-tempered and the handles hot-water proof. Ira F. White & Son Co., also have a complete line of can openers and manufacture a large assortment of bread, butcher and carving knives, family meat cleavers, shoe and putty knives, wall scrapers, etc., etc. They request the trade to write them for prices. When writing, kindly mention THE AMERICAN ARTISAN.



Assorted Paring Knives.

A RECENTLY PATENTED DOOR CHECK.

Wm. A. Ralston of Rochester, N. Y., was on April 6 granted a United States patent on a door check, illustrated herewith. Mr. Ralston filed the application on December 23, 1907. The patent has been assigned to the Caldwell Mfg. Co. of Rochester. In combination with the hollow casing *A* of the door stop, closed at its lower end by a block *F*, is a bracket *G*, having a lip *g* adapted to receive the block *F*, and having also a flange *g'* that enters between the sides of the casing and lies above the block. When writing the Caldwell Mfg. Co., kindly mention THE AMERICAN ARTISAN.



New Door Check of the Caldwell Mfg. Co.

SMITH & HEMENWAY CO. ESTABLISH PACIFIC COAST AGENCY.

Smith & Hemenway Co., 108-110 Duane street, New York City, publishers of the "Green Book of Hardware Specialties," have concluded arrangements whereby the firm of Conger & McLean, 717 Market street, San Francisco, Cal., will represent them on the Pacific coast. Conger & McLean are well known on the coast for their live, up-to-date and aggressive business methods, and with the additional prestige to be gained from their connection with the Smith & Hemenway Co., a promising future is assured.

RESULTS OF THE CREDIT SYSTEM.

BY L. J. ENIBOE, WOONSOCKET, S. D.

(This paper was read at the recent convention of the South Dakota Retail Hardware Association held at Huron.)

If your committee expected a public address from me when they placed my name upon the program for this meeting of this association they will find when I am through that they have been disappointed, for the reason that I am not and never have been a person who could deliver a public address. I am in the retail hardware business at Woonsocket, and selling goods at retail has been my business for several years, and whatever I may say to you in this address will be what I have gathered from year to year while I have been in business and from my experience as a business man from time to time in extending credit to customers.

The subject you have assigned to me is one of great importance to business men engaged in the retail business in any line. The careful business man takes an inventory of his stock each year, and in that inventory he lists all of his outstanding accounts and notes that may be due him from his customers, and then is the time he makes the discovery whether or not he has made any money since his last inventory. Should he figure on his outstanding accounts being worth to him a hundred cents on the dollar and afterwards realize that they net him the sum of only seventy-five cents on the dollar, he will stop, scratch his head and say to himself, "Where is the profit I figured to make?" He will then begin to realize that the year's trade has not been worth as much to him as when he first took the inventory. For example, should his inventory show that there were $3,000 outstanding on book accounts and he planned to collect this, he will find that should he employ some one to collect it for him it will cost about $300, and during the time of collecting this amount he may need the money represented by the accounts outstanding to replenish his stock, and should he have to go to the bank and borrow it, the interest on the borrowed money would amount to $300, provided he borrows the money for one year. If he have money of his own it is worth the same interest as he would have to pay should he borrow it.

Then, another item, unless a merchant is very careful, there is a loss of 20 or 25 per cent through the persons who forget or never pay, after credit has been given them. Besides the losses above stated in the matter of collecting these outstanding book accounts,

there is the loss of time, postage, stationery, charges that have not been charged, and more than all, the loss of customers by extending credit, for after you have credited a customer with a large amount, in some cases he leaves your place of business and goes somewhere else, while if you should make him pay his bill or not extend credit to him, you would hold him as your customer.

About one year ago I placed my business upon a cash basis, and you may wish to know whether or not I have been satisfied with my year's trade upon that basis, and I wish to say to you that I have been entirely satisfied and heartily recommend that you place your business upon a cash basis as soon as you can, for the reason that after you have once tried it you will approve of it as I do now. You may ask me the question, "What do you do with persons who may want some credit, and who are absolutely good and will pay their bills promptly?" and in reply I will give you the plan or system which I have followed. Should a customer state to me that he wishes to buy some goods on credit from time to time during the season, I sell him a coupon book, and I have these books arranged from $2 to $25, and when the customer receives the book I have him execute a note due in 30 days without interest, for a book from $2 to $10, and 60 days for $15 to $25 for the amount of coupons he receives, and as he buys his goods he presents his coupons for the amount of his purchase, and they are canceled, and if the customer does not pay his note at the end of 30 and 60 days, the note will begin to draw interest at 10 per cent, and should he be 60 days in purchasing the goods to the amount of the note and coupons, he would have credit for 30 days, and the interest on the note will have run for 30 days, and neither my customer nor I have been a loser by the system. Should the customer fail to pay the note at the end of the 30 and 60 days, it will continue to draw interest at the rate per cent fixed, until it is paid. By this plan the accounts are always settled for, and no question will afterwards arise or any dispute be made in regard to what the customer got, for the sale is treated as a cash sale.

I have lost some customers by adopting my cash system, some who were good pay and some who would never pay. I lost nothing by the loss of the customers who would never pay, for the goods they would have purchased during the year and not have paid for, I still have in my possession at the time of the inventory, and I have gained new customers in people who always pay cash and believe they get their goods cheaper from the merchant who sells for cash. At the end of the year my inventory showed that I took in about $500 less in cash than I did the previous year, but while a year ago four-fifths of my outstanding accounts were in book accounts and only one-fifth in notes, this year the matter was reversed. Four-fifths of the unpaid accounts were secured by notes and the remaining one-fifth was unsecured book accounts, and most of these remained from the year before.

If I were able to express myself fully upon this matter and to tell you all of the advantages and benefits derived from this system, and the pleasure in doing business with customers upon this plan, I am sure that any who has not tried this system would go home from this convention and change from the credit system to a cash basis, for in doing so I am sure that at the end of a year he would agree with me fully regarding the results.

RETAIL HARDWARE DOINGS.

NEW FIRMS AND CORPORATIONS.

LaGrange, Ind.—John Menely will open a hardware store here.

St. Louis, Mo.—The Creissen Hardware Co. has been incorporated by Eugene Williams, Emile B. Loire and Jules Creissen.

Freeport, Ill.—Jenkin Brothers have opened a hardware store here. They will conduct a tinshop in connection with it.

Brazil, Ind.—The Kerfoot Hardware Co. has been incorporated with a capital stock of $2,000, by Lucia K. Kerfoot, Margaret K. Ahlmeyer and Clifford Ahlmeyer.

Norristown, Pa.—The Benjamin Quillman Hardware Co. has been incorporated with a capital stock of $75,000.

Breckenridge, Tex.—The Black-Walker Hardware Co. has been incorporated with a capital stock of $17,200.

Woodstock, Ill.—A. W. Wagner and T. O. Cowlin, who formerly conducted a tinshop, will engage in the hardware business.

Seattle, Wash.—The Woodlawn Hardware & Furniture Co. has been organized with a capital stock of $6,000.

BUSINESS CHANGES.

Farmington, Ill.—A. Dikeman has sold his hardware stock to his brother, Lin Dikeman, and George Dikeman has taken an interest with him. The new firm will be known as Dikeman Bros.

Rock Island, Ill.—David Don has sold his hardware stock and will retire from business.

Forrest, Ill.—R. C. Skinner has sold his hardware establishment to Marion Kiser of Ohio, Ill.

Conneaut, Ohio.—L. F. Dunbar has disposed of his hardware store to William Fortune.

New Braunfels, Tex.—Henry Benoit has discontinued his store and hardware business and has gone into the sheet metal business, under the name of the New Braunfels Sheet Metal Works.

Battle Creek, Mich.—Frank F. Bock has withdrawn from the active management of the hardware business of Bock-Walker Co.

Temple, Tex.—The McGregor Hardware Company has been organized with a capital of $20,000, as successors to the Brown-Arnold Hardware Company, whose business is taken over. W. F. McGregor is president, R. L. Brown general manager and Joel McGregor secretary and treasurer of the new company.

MISCELLANEOUS.

Industry, Ill.—Burglars entered the hardware store of Hoffman & Sons.

Rockford, Ill.—Fred J. Hay expects to open a tinshop on South Second St.

San Marcos, Tex.—The Hutchings Hardware store will enlarge its business at an early date.

Henderson, Ky.—The Lambert-Walker hardware store suffered a loss by fire.

Woburn, Mass.—The hardware stock of H. B. Blye & Co. was damaged by fire to the extent of $1,800.

Lenox, Mass.—Jas. Clifford & Sons' hardware store suffered a heavy loss by fire.

Cuba, Ill.—Turall & Keller, have opened a tinshop here. They will be glad to receive catalogues from firms handling anything in their line.

Clinton, Mo.—Walter Stone has become a partner with his father, W. H. Stone, in the hardware business, the new firm being Stone & Son.

Norridgewok, Me.—The hardware store of Charles A. Ward has been damaged by fire.

Advertising Department

Our readers are invited to send in copies of their advertisements in the local press for criticism. All communications should be addressed to the "Advertising Department" of THE AMERICAN ARTISAN.

C. H. Turner & Co. of Parkersburg, W. Va., have a good advertisement in that shown herewith. The ad is characterized by the use of good clean-cut type and the matter has been well arranged. It is rather unfortunate, however, that the advertisers have neglected

We Make a Specialty of Repairing Plumbing & Gas Fitting.
—BY—
First Class Mechanics

ECONOMY GAS RANGES
Elevated oven with thermometer.
See Them, They are the Best.

C. H. Turner & Co.

to mention where they are located. Parkersburg is quite a town, and for this reason, if for no other, C. H. Turner & Co. should have given their address. The ad appeared in the *Parkersburg* (W. Va.) *Sentinel* and occupied 2½ inches of space, two columns wide.

* * *

The advertisement of Wilkinson & Ogilvie of Saranac, Mich., presents a good appearance. In the text the merits of "Pioneer" farm fence are comprehensively described and no words have been wasted. Unfortunately, there are a number of typographical errors which bear evidence of careless proofreading. Errors of this sort in an ad tend to place the advertiser in a not altogether favorable light among his customers. It should be the duty of the advertiser to get after his printer where the value of his ad has been lowered as it has been in this case by errors that should have been detected. The ad appeared in the *Saranac* (Mich.) *Advertiser* of recent date, and occupied the same space that it does here.

* * *

The advertisement of L. D. Howe of Streator, Ill., is, on the whole, a good one. The text has been well written and the matter has been arranged to good advantage. The type selections are also satisfactory, though there are one or two typographical errors which should have been caught in the proofreading. The ad appeared in the *Streator* (Ill.) *Daily Free Press* and occupied 4¾ inches of space, two columns wide.

LADIES!

You lose more on laundry bills than a curtain stretcher will cost you. You can have fresh crisp curtains all the time if you use

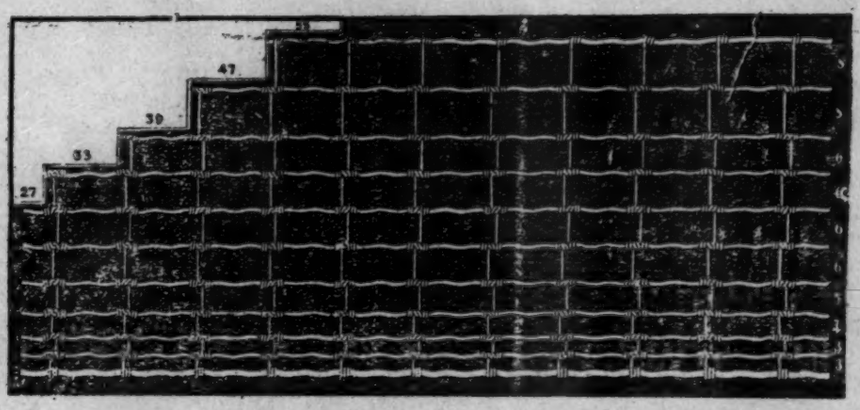
No-Piece Curtain Stretcher

Avoid the hard work of pinning a curtain down on the floor, then having the children strut across it with dirty feet. We have them in both the stationary and adjustable pins.

Prices within reach..$1, $1.25 $1.75, $2.00
Easels for all kinds of Stretchers, pair..15c
Clothes Bars.....75c, 85c, $1.00
Ironing Boards.....$1.00, $1.25, $1.50
A full line of Sad Iron for the Laundry.
Common Sad Irons, Mrs. Potts, Ober and the Dover Asbestos Sad Irons.

L. D. HOWE, Hardware,
212 E. MAIN STREET, STREATOR, ILLINOIS

PIONEER FARM FENCE



Only the very highest grade of galvanized wire is used in its construction. All the line wires are made from high carbon steel, coiled or corrugated so that expansion and contraction in hot and cold weather is amply provided for.

The top and bottom strand wires are No. 9, the intermediate strand wiies are No. 11, together with double galvanized stays makes this fence one of the most durable fences on cart

We wish to call your attention especially to the Pioneer tie. This is a new feature in straight stay fences and has effectively sovled the difficulty hesetofore encountered in all fences of the straight stay variety.

Applying the stay wires so, under strain, they will not slip or be uncoiled or loosen on the line wires of the fence. Do not fail to see this fence before you buy. Our prices are right.

WILKINSON & OGILVIE

Heating and Ventilating

THE "AJAX" FURNACE.

The Co-operative Foundry Co., Rochester, N. Y., and 264 S. Clinton street, Chicago, report that their "Ajax" furnace is coming into general popularity with the trade. The most prominent feature of this furnace is the steel radiator, shown in the accompanying illustration. This radiator is made of extra heavy No. 16 gauge steel, and the manufacturers state that it has five per cent more radiating surface, owing to its size, than any of the ordinary steel radiators. It can be

Steel Radiator of "Ajax" Furnace.

turned in any direction desired to accommodate space and the location of the chimney. The steel body is cemented into deep grooved joints in both top and bottom cast-iron rings, and it is all in one piece. The "Ajax" furnace is guaranteed to be absolutely gas-tight. The Co-operative Foundry Co. have recently gotten out a new furnace catalogue, No. 5, illustrating and describing some new features in their furnaces. When writing the Co-operative Foundry Co., kindly mention THE AMERICAN ARTISAN.

THE "AMERICAN" FURNACES.

The American Furnace Company, 1911-1915 Pine St., St. Louis, Mo., state that both the dealer's and user's interests have been considered in the construction of the "American" Furnace. The company say that they have made a furnace that every dealer in every community can sell and guarantee — a furnace that is built upon hygienic and modern principles and bound to satisfy the users in every particular. The American Furnace Company's new method of riveting is claimed to make their furnaces clean and tight, like boilers. The company will be pleased to ship a sample furnace to any responsible dealer in the United States and if, after 30 days' examination, it does not prove entirely satisfactory, the furnace will be taken back by them at their expense. When writing for catalogue, kindly mention THE AMERICAN ARTISAN.

The "American" Furnace.

A QUESTION IN WARM-AIR HEATING.

A correspondent of THE AMERICAN ARTISAN, writing from New Orleans, La., under date of April 10, presents the following question in warm-air heating:

"Which of two kinds of pipe is preferable to be used on warm-air furnaces for heater ducts—is it the galvanized iron or the tin pipe? Which of the two would last longer, and which would deflect heat better? What difference would there be in the amount of heat delivered to the two pipes?"

THE AMERICAN ARTISAN invites correspondence on this question, and it will be pleased to publish opinions thereon from its readers. Names and addresses will be omitted if so desired.

THE MUELLER ALL CAST, DOUBLE RADIATOR FURNACE.

The L. J. Mueller Furnace Co., 191 Reed St., Milwaukee, Wis., are calling the attention of dealers to the Mueller All Cast, Double Radiator Furnace, which they state contains the maximum of direct heating surface, economy and durability. The company has an

Mueller Double Radiator Furnace.

exclusive agency proposition concerning which they request dealers to write them for particulars. The L. J. Mueller Furnace Co. has been established since 1857 and they have acquired an enviable reputation among the trade. When writing them kindly mention THE AMERICAN ARTISAN.

GOOD WORDS FOR THE "FRONT RANK" STEEL FURNACE.

The following is a copy of a letter that has been forwarded to the Haynes-Langenberg Mfg. Co., 4045-4057 Forest Park Boulevard, St. Louis, Mo., by the Yankton Sheet Metal Works, Yankton, S. D. The letter was written under date of March 15 by Hoyle Gilreath, of Yankton, to the Yankton Sheet Metal Works and has reference to the "Front Rank" steel furnace installed in the Tripp House in that town:

"In reply to your inquiry regarding the system of heating which you installed in the Tripp House in this

city in which I am living, I will state that I consider it as near perfect as one could wish for.

"Taking into consideration the house being exposed on all sides and where the northwest and northeast winds get a full sweep at the building, and further, the amount of snow and extremely cold and windy weather we have had at different times during the months of January and February, 1909, would say that the heating plant is the best yet.

"We have ten rooms in the house, and at no time during the severe cold weather was it uncomfortable in any of them.

"Do not think I used twice as much coal to get this heat as one would use in an 18-inch or 20-inch baseburner. I put coal in the furnace three times daily in cold weather, and carry out ashes twice a week.

"Your system of ventilation is such that the atmosphere throughout the house is constantly changing, thereby keeping it pleasant and healthful.

"If one considers health and comfort and the saving of labor worth anything, I consider it adds at least $8 per month rental value to property."

When writing the Haynes-Langenberg Mfg. Co., kindly mention THE AMERICAN ARTISAN.

PARAGRAPHS.

The Federal Furnace League, through Secretary Wilson Ferguson, Mint Arcade, Philadelphia, extends a cordial invitation to architects, heating engineers, retail furnace dealers, installers of warm-air heating plants, and all others interested in warm-air heating, to attend the annual meeting of the League, which will be held at the Marlborough-Blenheim Hotel, Atlantic City, N. J., on May 10.

The Chicago "Fold" of the "United Bunch of Sheep," the organization of which was reported in THE AMERICAN ARTISAN of April 10, have decided to meet on the second and fourth Saturday evenings of each month at Handel Hall, 40 Randolph street, Chicago. The "United Bunch of Sheep" is composed of local and traveling salesmen of plumbing and heating goods.

Kellogg-Mackay Company, Chicago, are calling the attention of the trade to their "Little Giant" laundry and tank heaters for hard or soft soal. The "A" and "B" series are composed of two separate generators, which can be used independently or in combination. The company are distributing a circular, giving the capacities of these heaters which are based upon the understanding that sufficient storage tank capacity be used in connection with the heater, and represent the estimated size of tanks which experience has shown the heater will supply in ordinary use. When writing Kellogg-Mackay Co., kindly mention THE AMERICAN ARTISAN.

OBITUARY.

Andrew Baier.

Andrew Baier, president of the Monroe Foundry & Furnace Co., Monroe, Mich., since its organization in 1890, and for nearly a third of a century a prominent factor in the business activities of Monroe, died of apoplexy on April 4 at the age of 57 years. Mr. Baier was the son of Peter Baier, whom the older inhabitants of Monroe remember as a skilled blacksmith. The deceased early in life learned the tinner's trade, with the old firm of Bruckner & Powell, who conducted a hardware store in Monroe. When he was 21 years old, he, with Mathias F. Sieb and J. Allera, organized the hardware firm of Sieb, Allera & Baier. Mr. Allera sometime afterwards retired from the business, the firm becoming Sieb & Baier, which later succeeded Bruckner & Powell, and the members of the firm became the proprietors of the business where one had served as clerk and the other as tinner. Andrew Baier was an inventive genius, and in 1890 he, with others, organized the Monroe Foundry & Furnace Co. for the purpose of manufacturing and putting on the market furnaces and heating apparatus, the invention of Mr. Baier. He was chosen president of the company at the start and held that position up to the time of his death. The rapid growth of the Monroe Foundry & Furnace Co. is due in a very large measure to the skill, ingenuity and aggressiveness of its late president, Mr. Baier having invented some 35 different varieties of furnaces and heating apparatus. He was full of energy and his genial disposition won him numerous friends. His death will be deeply regretted by the trade throughout the country. He is survived by a widow and two sons.

Langley L. Sagendorph.

Langley Lewis Sagendorph, a pioneer manufacturer of sheet steel and well known throughout the country in sheet metal manufacturing circles, died suddenly of apoplexy at his home, 326 S. 42d street, Philadelphia, on April 13, at the age of 67 years. On the morning of the day on which he died, the deceased was at his office transacting business in apparent good health. Mr. Sagendorph established a number of sheet steel manufacturing concerns in the Middle West and East, operating under his patents. He started his first company in Cincinnati in 1869, which was known as the Sagendorph Corrugating Co. After 1885 he confined his activities to the East and lived in West Philadelphia. He was president of the American Metal Stamping Co. and Enameled Art Metal Co., with factories at Germantown, Pa., of the Penn Metal Ceiling & Roofing Co. of Philadelphia and Boston, and of the New York Iron Roofing and Corrugating Co. of Jersey City, N. J. Mr. Sagendorph was a member of the Manufacturers' Club of Philadelphia, the Philadelphia Bourse, the American Academy of Political and Social Science and other prominent Philadelphia institutions. He served in the Tenth Road Island Volunteers during the Civil War. He was prominently identified with the charitable work of Philadelphia. A widow and seven children survive him.

R. D. Carver.

R. D. Carver, general manager of the Chicago branch of the Pittsburg Steel Co., Pittsburg, Pa., died in Chicago on April 11, of pneumonia. Mr. Carver was born in Cincinnati in 1865. He was connected with the Cincinnati Barb Wire Co. when that concern was absorbed by the American Steel & Wire Co. He later entered the employ of the latter concern, still later becoming identified with the Southern Steel Co. About a year ago he moved to Chicago to occupy the position which he held at the time of his death.

Tinshop

TRANSITION PIECE.

BY G. L. GRAY.

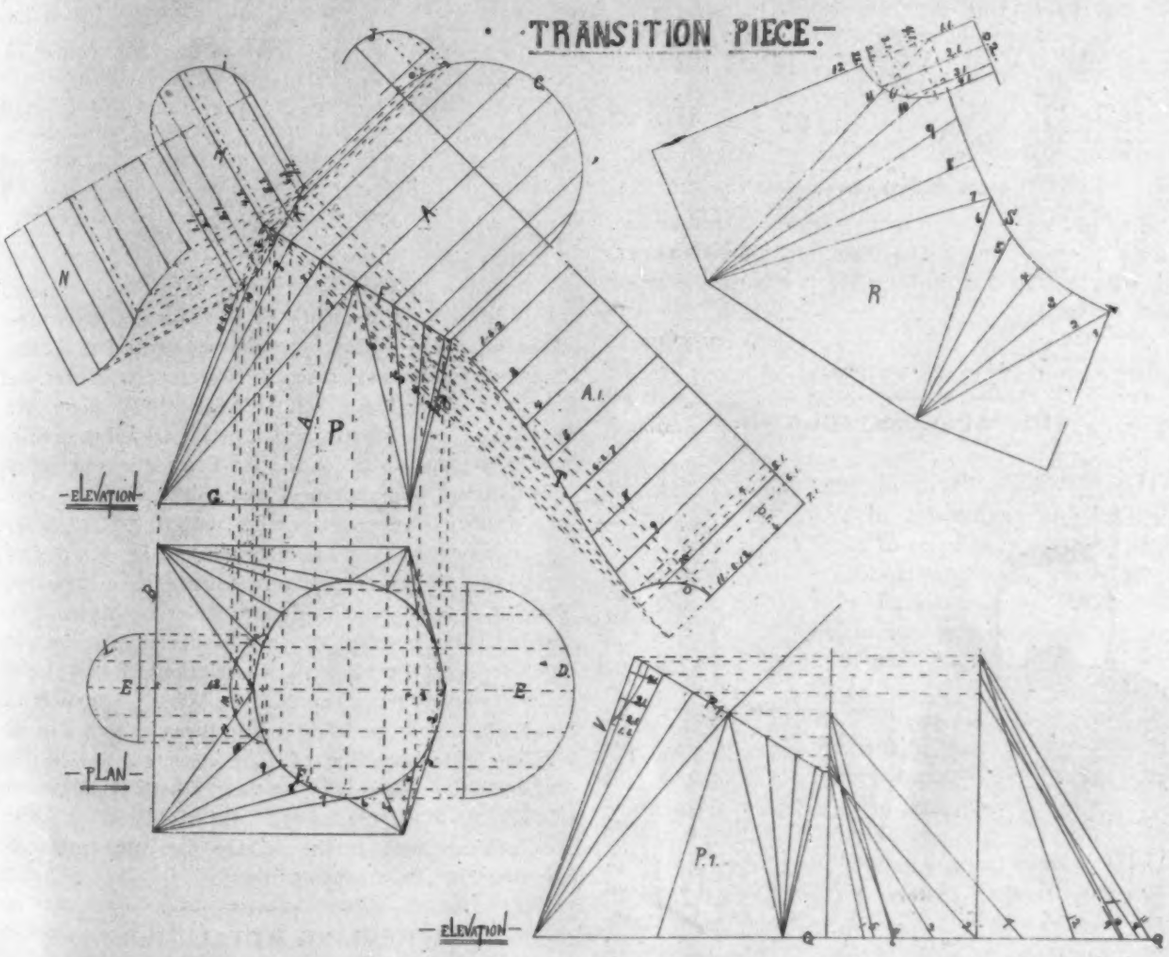
To draw pattern for a square to round at an angle, also intersecting a round pipe at an angle, with round pipe of smaller diameter intersecting miter of transition piece at an angle:

First draw base line *G* and center lines *A A* at the required angles, and find miter line *F*. Then draw half-circle *C*, and space same into convenient number of equal parts, and from these points draw lines to miter line *F*. Next draw square end *B* of plan the size required; then draw center line *E E*, and half-circle *D*, the same diameter as half-circle *C*, also with the same number of spaces as circle *C*. Place T-square parallel with line *E E* and draw lines from all points in half-circle *D*, indefinitely. Place T-square at right angles to line *E E*; draw dotted lines from all points on line *F*, intersecting lines of corresponding numbers in plan. Drawing line through the intersecting points will give profile *F 1*. Draw lines to the four corners of square base *B*; then in elevation draw lines from corners on base line *G*, intersecting points on miter line *F*, and number these lines same as shown.

Next draw center line *H* for small pipe and half-circle *i*, and space into a convenient number of equal parts; also draw one-quarter circle *J*, using same spaces as in half-circle *i*. Draw dotted lines from points on one-quarter circle intersecting half-circle *C*; then drop dotted lines from half-circle *C* indefinitely.

Next draw half-circle *L* in plan, and space same as half-circle *i*; draw dotted lines from points on miter line *K*. Place T-square parallel with line *11* and *12* in elevation, and draw indefinite dotted lines from points on line *F*, which were brought down from quarter-circle *J*.

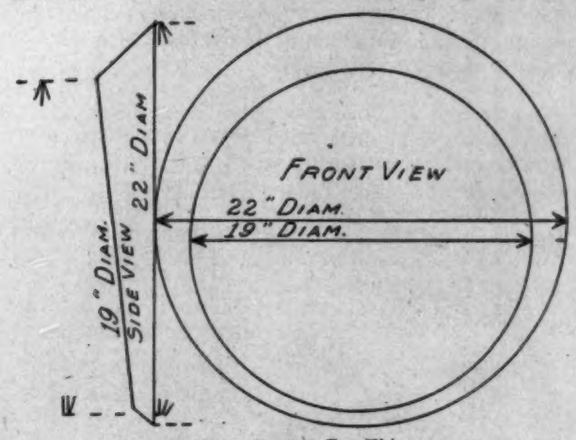
Next draw solid lines from points in half-circle *i*, intersecting the dotted lines just drawn. Drawing a line through these points will give miter line *K*; drop dotted lines from points on miter line *K*, intersecting dotted lines from half-circle *L*. Drawing line through these intersecting points will give miter line *M* of plan. Make half-pattern *N*, and half-pattern of round pipe *A1*. Next, draw elevation *P1* the same as elevation *P*, to take triangles from; draw triangles as shown, taking the length of each numbered line in plan and setting same on base-line *Q*. Draw dotted lines from points on line *F1*, to give the height of triangles, and from the height thus obtained draw solid lines to corresponding points on base-line, which will give the true length of lines for pattern *R*. Number each line as shown, and for spaces on line *S*, make distance same as on line *T* in pattern *A1*. For line *U* in pattern *R*, make the distance *o2* the same as *o1* in pattern *A1*, and for height take the distance from the *V* in elevation *P1*.



A FLARING RIM PROBLEM.

To THE AMERICAN ARTISAN:

The accompanying sketch represents a flaring rim problem for which I would ask some of the readers of THE AMERICAN ARTISAN to develop a pattern. It



Pattern Wanted For This.

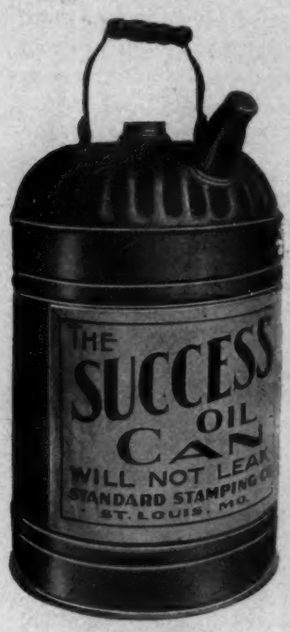
is to fit against a box as will be seen in the drawing. I trust that the tinners who read your valuable paper, will take hold of this problem for it is a nice piece of work to do.

GEO. BRUEKER.

Beardstown, Ill., April 13, 1909.

THE "SUCCESS" OIL CAN.

The Standard Stamping Co., 2000-2006 North Broadway, St. Louis, Mo., have put on the market the "Success" Oil Can, shown in the accompanying illustration. This can is absolutely guaranteed against leaking. It is made in four sizes: One, two, three and five gallons. The material used in its manufacture is heavy IX tin. The "Success" oil can is provided with a large spout and raised bottom. It is turned out in assorted colors, red, and blue lacquer. The Standard Stamping Co. state that "Success" oil cans are giving unlimited satisfaction wherever used and that they are coming into general popularity with the trade. The company will be pleased to supply further particulars and to quote prices upon request. When writing the Standard Stamping Co., kindly mention THE AMERICAN ARTISAN.



The "Success" Oil Can.

GOOD ADVICE ON ROOFING.

Foster & Co., West Point, Miss., Slate and Tin Roofers, are distributing another of their cards giving some pointed advice on the subject of roofing, as follows: "'Jack of all trades and master of none,'" is probably truer in roof work than in any other. There is more in laying a roof than just swinging a hammer and driving nails. A good roof requires reliable roofing and skilled, honest workmanship. An upholsterer can handle a needle, but to have a suit made you go to a tailor. To get a good slate roof, purchase your slate from a reliable, practical slate roofer, who is regularly engaged in the business, and have him put the slate on the roof."

NEW TIN AND GALVANIZED IRON WARE PLANT FOR MASON CITY, IOWA.

Quite recently an incorrect report was circulated to the effect that the Reed Mfg. Co. of Newark, N. J., manufacturers of tinware, were to establish a factory at Mason City, Iowa. Having ascertained that the rumor was unfounded, THE AMERICAN ARTISAN took occasion to contradict it, as the Reed Mfg. Co. had not contemplated establishing such a factory. An entirely new concern, however, known as the Martin Mfg. Co., recently incorporated, will establish a plant at Mason City for the manufacture of tin, copper and galvanized iron ware. The officers of the company are as follows: President, T. W. Martin; first vice-president, S. R. Miles; second vice-president, L. A. Parkhurst; secretary, Geo. B. Streeter; treasurer, F. R. Currie; directors, C. H. McNider, I. W. Keerl, A. H. Gale, T. W. Martin and L. A. Parkhurst. President Martin and Second Vice-President Parkhurst have a large acquaintance among the trade by reason of their former connection with the Reed Mfg. Co. of Newark, N. Y., and the Lisk Mfg. Co. of Canandaigua, N. Y., respectively. First Vice-President Miles is a prominent hardware dealer of Mason City and has for a number of years been very prominently identified with the Iowa and the National Retail Hardware Associations. The Martin Mfg. Co. expect to be able to supply the trade within three or four months with an extensive line of high-class galvanized, tin and enameled ware, it being their intention more particularly to solicit the trade of the Middle West. The company are now in the market for catalogues and lithographed advertising matter.

WHEELING METAL TILE.

The Wheeling Corrugating Co., Wheeling, W. Va., are calling the attention of the trade to Wheeling Metal Tile, which they state, is an inexpensive substitute for porcelain or ceramic tile, and an ideal wall covering for bath rooms and kitchens. Wheeling Metal Tile is manufactured in several sizes of tile, stamped in sheets 2 x 4, or 2 x 8 feet. Moldings, wainscot caps and base-boards are also made to be used with the title. Special nails with thin heads for applying are furnished by the Wheeling Corrugating Co. Wheeling Metal Tile can be applied to old or new buildings. It is easy to erect. The manufacturers state that it is the best finish for any room which it is desired to keep bright, clean and sanitary. After applying, the tile should have two or three coats of good enamel paint. When writing the Wheeling Corrugating Co. for fur-

ther particulars and prices, kindly mention THE AMERICAN ARTISAN.

TIN PLATE BUSINESS OF THE BASSETT-PRESLEY CO. PURCHASED BY THE J. M. & L. A. OSBORN CO.

The J. M. & L. A. Osborn Co., Cleveland, Ohio, advise that they purchased on April 1 the tin plate business of The Bassett-Presley Co. of Cleveland. The purchase includes the company's stock of well-known brands of charcoal iron and steel base roofing plates, charcoal and coke bright plates, including heater pipe sizes, large dairy and long terne sheets, also their stock of special finished sheets, such as Wood's Refined, Leechburg Blue Refined, American Blue, Wellsville Polished and Wood's Patent Planished Sheets. The purchase further includes The Bassett-Presley Co.'s stock of solder, zinc, sheet copper, gutter, conductor, elbows and fittings, double sectional wall pipe, round pipe and fittings, warm-air registers, corrugated sheets, galvanized roll roofing, in fact the entire department of tinners', roofers' and furnacemen's supplies. The J. M. & L. A. Osborn Co. advise the trade that they will be glad to continue to take care of all requirements for goods in the lines mentioned.

A NEW ROOFING MATERIAL.

Andrew J. Cohen, Philadelphia, Pa., has just been granted a United States patent on a new roofing material, the patent having been assigned to Merchant & Evans Co. of Philadelphia. Mr. Cohen filed the application for the patent on May 17, 1907. The material consists of a sheet of felt paper and a sheet of asbestos, having between them a layer of sal soda. There is a chemical substance between the felt and asbestos sheets capable of generating, when heated, a gas incapable of supporting combustion. Means are provided for holding the material together to form a unitary structure.

"THE IDEAL WAY TO MAKE COFFEE."

The above is the title of an attractive little booklet which is being sent out by The New England Enameling Co., Middletown, Conn., manufacturers of "Ideal" steel enameled ware. It describes their "Ideal" Coffee Percolator, which is simple in construction, easy to clean and easy to operate. The makers say that the "Ideal" percolator, besides being the least expensive, is the most economical device of the kind now on the market, for the reason that it requires a minimum amount of ground coffee to make a delightful beverage. Its component parts are simple in design, the customary valve used in other types of percolators being eliminated. Instead of the valve at the base of the tube there is a simple pump that automatically drives the water through the tube to the glass top, and this spraying of water through the ground coffee extracts the essence of the bean. The manufacturers state that they use only healthful, hygienic enameled ware for the bowl, and pure aluminum for the working parts. The handle is electrically welded, no rivets being used. The "Ideal" percolator is manufactured in a variety of styles and is said to be achieving a marked degree of popularity. Additional information concerning the "Ideal" coffee percolator will be found in the booklet which The New England Enameling Co. are distributing. When writing for it kindly mention THE AMERICAN ARTISAN.

"AMERICAN" INGOT IRON.

Friedley-Voshardt Co., 194-204 Mather St., Chicago, advise that they carry a large stock of "American" Ingot Iron in all gauges and sizes. "American" Ingot Iron is the product of The American Rolling Mill Co., Middletown, Ohio, and Friedley-Voshardt Co. work in conjunction with the manufacturers for the sale and distribution of this material throughout this section of the country. It is guaranteed to be 99.94 per cent pure and to possess rust-resisting qualities. For roofing purposes, "American" Ingot Iron is said to be without a peer. Friedley-Voshardt Co., as is well known, manufacture a very complete line of steel ceilings, roofers, tinners, cornice makers' supplies, etc. When writing, kindly mention THE AMERICAN ARTISAN.

NOTES AND QUERIES.

UNIVERSAL JOINTS.

From G. O. Terry, Good Thunder, Minn.

Will you please give me the names of manufacturers of Universal Joints?

Ans.—Gray & Prior Machine Co., Hartford, Conn.; Vanderbeek Tool Works, Hartford, Conn.; Boston Gear Works, Norfolk Downs, Mass.; Baush Mach. Tool Co., Springfield, Mass.; Blood Bros. Machinery Co., Kalamazoo, Mich.; Gould & Eberhardt, Newark, N. J.; Spicer Universal Joint Mfg. Co., Plainfield, N. J.; Gem Mfg. Co., Pittsburg, Pa.; Walker Mfg. Co., Fenton, Mich.; Walworth Mfg. Co., Boston, Mass.

GASOLENE STOVES.

From P. J. Vivier, Brownsville, Tex.

Will you kindly give me the names of manufacturers of gasolene stoves other than the "Quick Meal" and "Jewel"?

Ans.—American Stove Co., St. Louis, Mo.; American Vapor Stove Co., Detroit, Mich.; Detroit Vapor Stove Co., Orleans and Franklin streets, Detroit, Mich.; National Stove Co., Lorain, Ohio; Schneider & Trenkamp Co., Cleveland, Ohio; Standard Lighting Co., Cleveland, Ohio.

PRINTING SHOPS.

From Martin Mfg. Co., Mason City, Iowa.

Will you kindly give us a list of printing houses in Chicago?

Ans.—Atwell Printing & Binding Co., 341 Dearborn St.; W. B. Conkey Company, 204 Dearborn St.; R. R. Donnelley & Sons Co., Plymouth Court; M. A. Donohue & Co., 407 Dearborn St.; W. P. Dunn & Co., 429 La Salle St.; Faithorn Company, 66 Sherman St.; Gunthorp-Warren Printing Co., 196 Clark St.; The Henneberry Co., 554 Wabash Ave.; The Hollister Press, 950 E. Ravenswood Park; Edward Keogh Printing Co., 341 Dearborn St.; O. A. Koss & Co., 140 Monroe St.; Regan Printing House, 83 Plymouth Ct.; Rogers & Company, 521 Wabash Ave.; Rogers

& Hall Co., 132 Market St.; Wagner & Hanson Co., 166 S. Clinton St.; Western Newspaper Union, 65 Plymouth Ct.

RAIN WATER CUT-OFF.

From T. B. Jack and Son, Belle Vernon, Pa.

Kindly give us the names of manufacturers of rain water cut-offs.

Ans.—Badger Steel Roofing & Corrugating Co., La Crosse, Wis.; Berger Brothers Co., 231 Arch St., Philadelphia, Pa.; La Crosse Steel Roofing & Corrugating Co., La Crosse, Wis.; Milwaukee Corrugating Co., Milwaukee, Wis.; Sullivan-Geiger Co., Indianapolis, Ind.; Wheeling Corrugating Co., Wheeling, W. Va.

CEMENT BLOCK MACHINES.

From Goedecke & Jones, Knapp, Wis.

Where can we get prices on cement block machines?

Ans.—W. E. Dunn & Co., 339 Grand Ave., Chicago; Zimmerman Steel Co., Lone Tree, Iowa; Michigan Cement Block Machinery Co., Union City, Mich.; Stewart Cement Block Machine Co., Waterloo, Iowa.

NICKEL-PLATED WARE.

From The J. C. Lewis Company, Antigo, Wis.

Will you kindly give us the names of manufacturers of nickel-plated ware, other than the Rome and Rochester Mfg. Companies?

Ans.—Buffalo Mfg. Co., Buffalo, N. Y.; Republic Metalware Co., Buffalo, N. Y.; Rochester Stamping Co., Rochester, N. Y.

AUTOMATIC RAIN WATER CUT-OFF.

From T. B. Jack and Son, Belle Vernon, Pa.

Will you please give us the name of the concern which advertised an automatic rain water cut-off in your valuable paper some time ago?

Ans.—The Henkel Mfg. Co., Canal Dover, Ohio.

LITHOGRAPHING HOUSES.

From Martin Mfg. Co., Mason City, Iowa.

Will you kindly send us a list of names of lithographing houses in Chicago?

Ans.—Carqueville Lithographing Co., 75 La Salle Ave.; The Clinton Co., 215 S. Clinton St.; Edwards & Deutsch Lithographing Co., 2320-2332 Wabash Ave.; Goes Lithographing Co., 226 La Salle St.; Sherwood Lithographing Co., 55 30th St.

ITEMS.

The Belmont Stamping & Enameling Co., New Philadelphia, Ohio, is erecting a brick warehouse 80x 300 feet, and an office building.

C. J. Miers & Son of Boston, Mass., has been incorporated with a capital stock of $5,000 to deal in all kinds of roofing. The officers are: President, Frank L. Miers; treasurer, Chas. J. Miers; clerk, B. J. Miers.

M. Simmerman of Camden, N. J., has been incorporated with a capital stock of $10,000 to manufacture tin and slag roofs. The incorporators are: M. Simmerman, Collingswood, N. J., and Matthew A. Simmerman and Joseph M. Spiegel, both of Camden.

William W. Williams, president of the Advance Stamping & Mfg. Co., Indianapolis, Ind., since its organization, has retired from the company and has disposed of his interest to F. H. Wheeler, who was elected president at the recent meeting of the board of directors. E. W. Spencer, secretary and treasurer of the company, will be general manager.

The Saal & Blum Tinware Co., New Orleans, La., has been incorporated with a capital stock of $100,000 by Moses R. Saal, president, and Herman Blum, secretary and treasurer. The company has purchased and will operate the plant of the Hobbs Mfg. Co. of New Orleans, makers of tinware.

A business house in the United States advises the Bureau of Manufactures, Washington, D. C., that it is desirous of entering into correspondence with manufacturers of 4-ounce aluminum jars for the purpose of securing a supply of this article. By writing the Bureau and referring to File No. 3283, the address may be obtained.

Judge Holt in the United States Circuit Court at New York recently affirmed the decision of the Board of General Appraisers upholding the importers in the suit of the Government against A. & H. Veith of New York regarding the classification of steel stampings. The question was whether the stampings, which are in the form of soft steel in strips or individual pieces, are dutiable as "manufactures of metals," with a tax of 45 per cent as contended by the Government, or at specific rates under the provision in the law for "pressed, sheared, or stamped shapes" of steel.

"ART CRAFTING IN METAL FOR AMATEURS."

"Art Crafting in Metal for Amateurs" is the title of a handsome little work of 88 pages which has been gotten out by F. Alexander Chandler of the Chandler & Farquhar Co., machinists' tools and supplies, 36 Federal street, Boston, Mass., in response to the general demand on account of the rejuvenation of the art of repoussé. The work deals with the art of ornamenting thin metal with pierced and raised designs. Handiwork of the character of repoussé and pierced work is comparatively new and merits the popularity with which it has been received by appreciative people, for in this class they are able to secure at moderate cost, articles of real individuality and distinction which are far removed from similar ordinary articles of commerce. The work appeals to everyone interested in the decoration of a home. The book is divided into twelve chapters and is replete with illustrations. It should prove of much value to all those who are interested in the subject of which it treats. The price of the book is $1.50.

PRAISES THE AMERICAN ARTISAN.

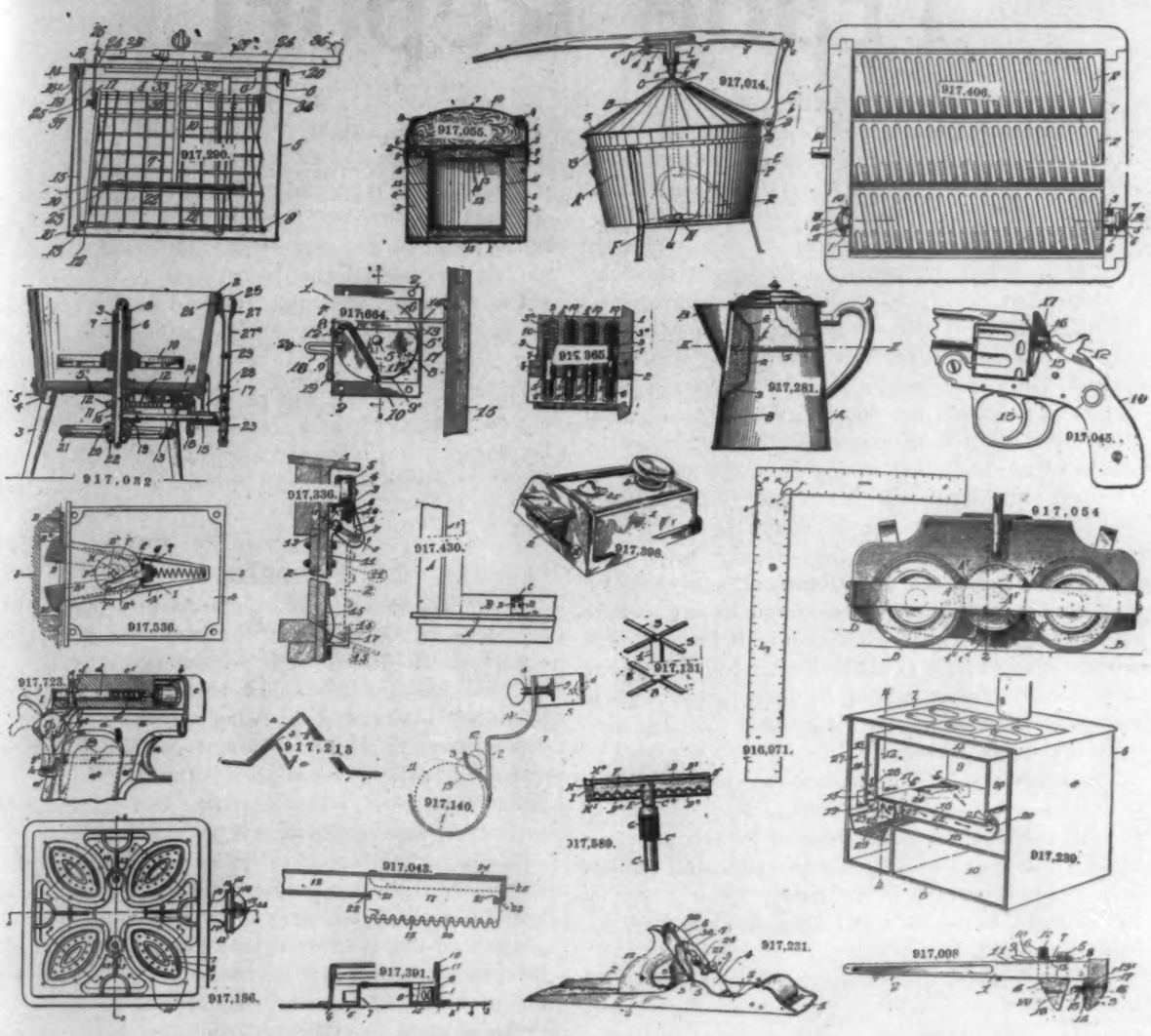
To THE AMERICAN ARTISAN:

Please discontinue our advertisement, "Tinner Wanted," as we have more tinners now than we can use. It doesn't take long to do things "THE AMERICAN ARTISAN Way."

THE FARMERS' HARDWARE CO.

Salem, S. D., April 7, 1909.

NEW PATENTS.



916,971. Square. Carl F. Barwick and William J. Brennen, Pittsburg, Pa., assignors of one-third to Frank X. Loebel, Pittsburg, Pa. Filed Oct. 24, 1908. Serial No. 459,386.

917,014. Washing-Machine. Abraham H. Cutright, Salt Lake City, Utah. Filed Mar. 24, 1908. Serial No. 423,018.

917,032. Gearing for Washing-Machines. Wilbert C. Fawkes, Minneapolis, Minn. Filed Aug. 17, 1908. Serial No. 448,955.

917,043. Razor-Blade Holder. Dániel W. Gage, Cambridge, Mass. Filed June 23, 1908. Serial No. 439,946.

917,045. Safety Device for Firearms. William H. Gates, Norwich, Conn., assignor to The Hopkins & Allen Arms Company, Norwich, Conn., a Corporation of Connecticut. Filed Mar. 20, 1908. Serial No. 422,345.

917,054. Carpet-Sweeper. Lewis P. Halladay, Streator, Ill., assignor to Streator Metal Stamping Company, Streator, Ill., a Corporation of Illinois. Filed Aug. 17, 1904. Serial No. 221,001.

917,055. Fireless Cooker. Arthur T. Hallock, Grand Rapids, Mich. Filed Mar. 7, 1908. Serial No. 419,758.

917,098. Wrench. Walter A. Moffat, Denver, Colo., assignor to The Blake Wrench Manufacturing Company, Denver, Colo. Filed Sept. 30, 1908. Serial No. 455,579.

917,131. Auxiliary Oven-Rack. Floyd A. Puffer, Porter, Mich. Filed Apr. 27, 1908. Serial No. 429,406.

917,140. Hanger. Louis Roehm, Chicago, Ill. Filed Dec. 9, 1907. Serial No. 405,809.

917,186. Gas-Stove. William Thompson, Kalamazoo, Mich. Filed Jan. 30, 1908. Serial No. 413,457.

917,213. Lap-Joint for Roofing or Siding Sheets or the Like. Ellsworth G. Welch, Nankin, Ohio. Filed Mar. 18, 1908. Serial No. 421,821.

917,231. Plane. Harvey M. Wood, Los Angeles, Cal. Filed Oct. 2, 1902. Serial No. 125,685. Renewed June 15, 1908. Serial No. 161,573.

917,239. Stove or Range. Daniel D. Berry, Springfield, Mo. Filed June 30, 1908. Serial No. 441,238.

917,281. Strainer for Coffee and Tea Pots. Magretha H. Franzen, Golden, Ill. Filed Apr. 15, 1908. Serial No. 427,175.

917,290. Washing-Machine. Walter S. Hamilton and James R. Williams, Houston, Tex. Filed Jan. 23, 1908. Serial No. 412,333.

917,336. Door-Hanger. Fred Mathews, Philadelphia, Pa., assignor to The Q & H Co., Chicago, Ill., a Corporation of Illinois. Filed May 16, 1907. Serial No. 373,973.

917,365. Pin-Tumbler Lock. Reinhold Schoell, Stamford, Conn., assignor to The Yale & Towne Manufacturing Company, Stamford, Conn. Filed July 16, 1908. Serial No. 443,864.

917,391. Oven-Thermometer. Albert E. Whittier, Bristol, Conn. Filed Oct. 9, 1908. Serial No. 456,950.

917,398. Rim Night-Latch. Peter F. Augenbraun, Stamford, Conn., assignor to The Yale & Towne Manufacturing Company, Stamford, Conn. Filed Jan. 8, 1908. Serial No. 409,821.

917,406. Furnace-Grate. John B. Bernhard, Newark, N. J., assignor to Thatcher Furnace Company, Newark, N. J., a Corporation of New Jersey. Filed Sept. 28, 1908. Serial No. 455,071.

917,430. Combined Window-Sash Lift and Lock. William J. Hills, Waterford, Pa., assignor to Leon W. Hills, Erie, Pa. Filed Feb. 15, 1908. Serial No. 416,074.

917,536. Lock. August M. H. de Bruycker, New York, N. Y. Filed Nov. 20, 1908. Serial No. 463,552.

917,589. Safety-Razor. Charles Grabhorn, Hoboken, N. J. Filed Sept. 5, 1908. Serial No. 451,770.

917,664. Door Catch and Lock. Cyril Roy, Torrington, Conn. Filed Jan. 5, 1909. Serial No. 470,757.

917,723. Safety Device for Firearms. Carl J. Ehbets, Hartford, Conn., assignor to Colt's Patent Fire Arms Manufacturing Company, Hartford, Conn., a Corporation of Connecticut. Filed Nov. 14, 1907. Serial No. 402,129.

Trade Report.

HARDWARE.

The hardware trade continues quiet and very little change was noted during the week as compared with the preceding week. There is a fair business doing generally, while the trade in the west is particularly good. Current business is however, almost entirely confined to immediate needs, as consumers show no disposition to anticipate their future requirements. The maintenance of prices is most conspicuous in wire and wire nails, which are now in their best seasonable demand. In some other lines, however, there is a reduction of price, but not openly. Among the general factors retarding development in the trade may be mentioned the hesitation arising from the uncertainty in respect to the tariff and the condition of the iron and steel markets. Reports for the month of March indicate that the business done then was far larger than in the preceding month, and also in excess of that of a year ago. Locally there is a moderate buying of wire nails, but the orders are wholly for actual needs. The demand for cut nails is about similar to that of wire nails, while the price is being held unchanged. There is a slight improvement in the demand for barb wire, but it is somewhat irregular.

The base price of wire nails at the mill for jobbers is $1.90 per keg. The base price is $1.95 at the mill for full carloads and $2 at the mill for less than carloads. The base price of cut nails at the mill for jobbers is $1.80 per keg. The base price is $1.85 for full carloads at the mill, and $1.90 for less than carloads at the mill.

In the Chicago market wire nails are quoted as follows: Wire nails, jobbers, car lots, $2.08; retailers' car lots, $2.13; $2.20 out of store; painted barb wire, jobbers' car lots, $2.23; retailers' car lots, $2.28, with 30 cents for galvanizing; plain wire to jobbers in car lots, $1.93, and to retailers in car lots, $1.98.

TIN PLATE.

More new business in tin plate was booked in the week by the leading interests and all of the independent concerns in the Pittsburg district have been adding orders to their books. The independent plants are going practically full and the American Sheet & Tin Plate Co., is operating 202 of its 213 active tin plate mills. The established prices are being maintained.

Quotations are as follows:

American coke tins, I. C., from store, New York:	
Bessemer steel, 100 lbs., 14x20	$3.95@4.00
Bessemer steel, 95 lbs., 14x20	3.85@3.90
Bessemer steel, 90 lbs., 14x20	3.75@3.80
Am. charcoal terne, 8-lb. coating:	
Worcester grades, 14x20, 107 lbs	4.05@4.10
Worcester grades, 14x20, 100 lbs	3.90@3.95
Worcester grades, 20x28, 200 lbs	7.75@7.85
For prompt shipment, f. o. b. mill:	
Coke, tins, 14x20, I. C	3.60@3.65
Coke, tins, 14x20, 100 lbs	3.45@3.50
Coke tins, 14x20, 95 lbs	3.40@3.45
Coke, tins, 14x20, 90 lbs	3.35@3.40
Charcoal, terne, 20x28, I. C	7.05@7.10
Charcoal, terne, 20x28, 200 lbs	6.75@6.80

Usual difference for odd sizes and weights.

SHEETS.

In sheets conditions show an improvement and prices are being firmly maintained, though on plain galvanized and corrugated roofing sheets, some concessions are being made. The leading interest is operating at about 60 per cent of capacity while the independents are operating at 70 per cent.

The following are New York prices for 500-bundle lots and over, f. o. b. mill:

Gauge:	Galvanized, Net.
No. 30	$3.55
No. 29	3.45
No. 28	3.25
No. 27	3.15
Nos. 25 to 26	2.95
Nos. 22 to 24	2.75

COPPER.

There has been a distinct improvement in the market for ingot copper during the past week, and prices are somewhat firmer. The feature of the week was the publication of the monthly statistics of the Copper Producers' Association, showing a decided increase in consumption in March. Production for the month was the largest on record, being 117,058,661 lbs., and the deliveries were 108,063,007 lbs., leaving the excess production for the month as 8,995,654 lbs.

The principal copper producers of North America have decided to slow down production 15 per cent below the normal production of the past month. The purpose of this is to strengthen the market, as copper producers consider that at present prices they are better off to keep ore in the ground than to run at full potential capacity. This reduction in output is agreed to by producers of 85 per cent of North America's copper.

There has been no change in sheet copper, the base price being 18c. Yellow metal is unchanged at 17c for dimensions, 15c for sheathing and sheathing nails, 16c for slating nails and 17c for keel and stem metal.

Extreme fluctuations for the year:

	Highest.	Lowest.
Lake	14.55	12.55
Electrolytic	14.25	12.12½
Casting	14.12½	12.00
London, spot	£64 2 6	£54 12 6
London, future	64 17 6	55 10 0
London, best selected	67 15 0	59 0 0

SPELTER.

Spelter is firm and higher at 4.87½@4.90c in New York, as to quantity and delivery. The St. Louis market is also strong and higher at 4.75c. The Boston jobbing price is steady and unchanged at 5⅛@5¼c.

SHEET ZINC.

Sheet zinc is quiet at 7@7⅛c in cask lots and 8@8⅛c in less than cask lots.

COKE.

Coke is slightly firmer but business is still small

and confined almost entirely to spot. Best grades of foundry coke are quoted at $2.25. Deliveries in the latter part of the year are being negotiated on a basis of $2.50. Prices on furnace coke are more irregular and range about $1.55.

IRON BARS.

There is very little demand for iron bars and the market is unsettled. The demand is light and spasmodic. Quotations are as follows: 1.40@1.50 for best refined bars and 1.30@1.35 for the ordinary.

ALUMINUM.

Fair buying of aluminum continues and the price holds steady. No. 1 ingots for remelting are offered at 24c per pound, in ton lots, and No. 2 ingots at 23@25c in car lots for 90 per cent pure. Rods and wire are being held at 32c a pound in ton lots, and sheets at 34c a pound in ton lots.

NICKEL.

Nickel is quiet and firm. For large lots 40@46c is asked, while 50@55c is asked for less than ton lots.

FINISHED STEEL.

The demand for finished steel is still of unsatisfactory dimensions, though there is considerable activity in structural steel. This department continues to be the most active in the steel companies' list, and some very good contracts have already been let this month. The most important is that of the New York Central, which is just about to be placed, and which calls for fully 39,000 tons of bridge material. It is understood that this contract will be divided among several companies.

PIG IRON.

The pig iron market is showing a much firmer tone, though trade is rather more quiet than last month. In the Alabama district the furnace men are now holding their iron about 50c per ton higher than was the case a week ago. It is doubtful if any sizable lot of iron for any delivery could be bought for less than $11 ton, and most of the furnaces are holding prices very firmly at $11.50 ton. One of the large Birmingham furnaces is reported to have sold about 25,000 tons since April at $11.50. Some of the furnaces are refusing to quote less than $12 ton, even on a large tonnage.

There appears to have been very little change in Virginia and Pennsylvania irons, the former being nominally quoted at $14.75@15 ton Roanoke. Pennsylvania iron is unchanged. There is also a better feeling in northern irons, though as there was not so much decline North as South, there has not been so much advance. Perhaps it is not strictly correct to say that there has been an advance, but certainly there is a much stricter adherence to published quotations than has lately been the case.

The March production of pig iron was the largest in any month since the depression, though the daily average production was smaller than that of February. Stocks are believed to have been further increased during the month. The daily production in March was at the rate of 21,572,595 tons a year, while the actual production in the boom year of 1907 was only 25,781,361 tons. The production for January was 1,797,560 tons; for February, 1,703,595 tons, and for March, 1,832,194 tons, a total for the quarter of 5,333,349 tons, against 3,353,450 tons for the same quarter in 1908, and 6,477,122 tons for the same quarter in 1907.

CHICAGO MARKET.

Lake Superior charcoal	$19.50@20.00
Northern foundry No. 1	17.00@17.50
Northern foundry No. 2	16.50@17.00
Northern foundry No. 3	16.00@16.50
Southern foundry No. 1	15.85@16.35
Southern foundry No. 2	15.35@15.85
Southern foundry No. 3	14.85@15.35
Southern foundry No. 4	14.35@14.85
Southern No. 1, soft	15.85@16.35
Southern No. 2, soft	15.35@15.85
Southern gray forge	13.85@14.35
Southern mottled	13.60@14.10

PITTSBURG MARKET.

Bessemer, valley	$15.00@15.25
Bessemer, Pittsburg	15.90@16.15
No. 2 foundry, Pittsburg	15.15
Gray forge, Pittsburg	14.40@14.65
Basic, valley	14.25@14.50
Basic, Pittsburg	15.15@15.40

BIRMINGHAM MARKET.

No. 1 foundry	$12.75@13.25
No. 2 foundry	11.00@11.50
No. 1 soft	12.75@13.25
No. 2 soft	12.00@12.50

Rogers Brown & Co., Cincinnati, say in their weekly report:

"Encouragement is noticed in the firming up of prices, less range in the high and low figures wanted by the furnaces and an improvement in inquiries and sales. Some furnaces are refusing to consider figures at which they took business a week ago, and while there is no unusual feature the whole situation is stronger.

"It is good to note the position of large buyers who have been actively engaged locating iron, in instances where they have made offers which have been refused, and have placed the business at a higher level.

"The average daily production of pig iron was less during March than February. Beginning April 1st the output of furnaces was at the rate of about 21,500,000 tons annually, compared with 22,255,000 tons annually on the first of March.

"A number of furnaces, in the North particularly, are scheduled to go out of blast early in the month and the feeling is for a curtailment among those who furnish iron for the market. The general attitude among furnaces is to take no business except at figures which will enable them to turn over dollars or make a slight profit, instead of selling at a loss as they have been doing.

"Coke is without change and production is about the same. Buyers are taking coke on contracts at the stipulated rate and the movement is fair."

Matthew Addy & Co., Cincinnati, say in their weekly report:

"It is a little hard to be sure about these spring days—do they really mean that summer is coming or are we to have more cold and frost? And that is the way about this buying movement in pig iron. It has the uncertain fickleness of the spring weather. There really is a great deal more inquiry and more buying, but there is not a general demand. Many consumers assert no matter what may be offered they will not now be tempted to buy. However, there are enough who have confidence in the situation to have made this week a good deal livelier than those that have preceded it. At first the purchasing was confined to a few very large concerns. But this week the smaller melters of iron have been in evidence and there have been inquiries for small lots for forward shipment. Then there has been quite a good deal of purchasing to cover tonnages of castings which consumers have to make. Shipments from the furnaces are increasing, so that on the credit side of the ledger the figures are not at all bad.

"Our information gathered from many sources leads us to believe that the melters of iron are finding business gradually improving.

"We know for a certainty that the makers of pig iron regard the worst as having already occurred and that any change now will be for the better."

Current Hardware and Metal Prices.

THE AMERICAN ARTISAN AND HARDWARE RECORD is the only publication containing western hardware and metal prices corrected weekly.

METALS.

FIRST QUALITY BRIGHT PLATES.

		Per Box.
IC	14x20	$6 40
IX	14x20	7 45
IXX	14x20	8 60
IXXX	14x20	9 85
IXXXX	14x20	11 00
IC	20x28	13 70
IX	20x28	15 70
IXX	20x28	18 15
IXXX	20x28	20 55
IXXXX	20x28	22 95

COKE PLATES.

Cokes, 180 lbs	IC	20x28	$ 8 5
Cokes, 200 lbs	IC	20x28	9 00
Cokes, 216 lbs	IC	20x28	9 50
Cokes, 270 lbs	IX	20x28	11 25

PIG IRON.

North'n Fdy., No. 1	$17 00@$17 50
North'n Fdy., No. 2	16 50@ 17 00
North'n Fdy., No. 3	16 00@ 16 50
Southern Fdy., No. 1	16 35@ 16 85
Southern Fdy, No. 2	15 85@ 16 35
Southern Fdy., No. 3	15 35@ 15 85
Southern Fdy., No. 4	14 85@ 15 35
Southern No. 1 Soft	16 35@ 16 85
Southern No. 2 Soft	15 85@ 16 35
Southern Gray Forge	14 85@ 15 35
Southern Mottled	14 60@ 15 50
Lake Sup. Charcoal	19 50@ 20 00
Southern Silveries, 4% Silicon	17 60@ 18 10
Southern Silveries, 5% Silicon	18 10@ 18 60
Southern Silveries, 6% Silicon	18 60@ 19 10
Jackson Co. Silveries, 6 per cent	19 40@ 19 90
Jackson Co. Silveries, 8 per cent	21 40@ 21 90
Jackson Co. Silveries, 10 per cent	21 40@ 21 90
Malleable Bessemer	16 50@ 17 00
Standard Bessemer	17 40@ 17 90
Alabama Basic	16 85@ 17 35

BLACK STEEL SHEETS.

No. 12 per 100 lbs.	$2 20@$2 30
No. 14 per 100 lbs.	2 25@ 2 35
No. 16 per 100 lbs.	2 35@ 2 45
Nos. 18-20 per 100 lbs.	2 60@ 2 65
Nos. 22-24 per 100 lbs.	2 65@ 2 70
No. 26 per 100 lbs.	2 70@ 2 75
No 27 per 100 lbs.	2 75@ 2 80
No 28 per 100 lbs.	2 85@ 2 95

GALVANIZED

No. 10 per 100 lbs.	$3 05@$3 10
Nos. 12-14 per 100 lbs.	3 05@ 3 10
No. 16 per 100 lbs.	3 05@ 3 10
Nos. 18-20 per 100 lbs.	3 15@ 3 25
Nos. 22-24 per 100 lbs.	3 30@ 3 35
No. 26 per 100 lbs.	3 50@ 3 55
No. 27 per 100 lbs.	3 70@ 3 75
No. 28 per 100 lbs.	3 90@ 4 00

POLISHED SHEET STEEL.

No. 24 per 100 lbs	$4 90
No. 26 per 100 lbs.	5 00
No. 27 per 100 lbs.	5 10
No. 28 per 100 lbs.	5 20

SMOOTH STEEL.

Wood's Smooth, No. 20	$3 05
" " No. 22-24	3 10
" " No. 25-26	3 15
" " No. 27	3 20
" " No. 28	3 30

PATENT PLANISHED SHEET IRON.

Patent Planished Sheet Iron, "A" $10.20, "B" $9 20

PATENT PLANISHED SHEET STEEL.

Mckey Planished Sheet Steel 8½c

SOLDER.

XXX Guaranteed ½ & ½ per lb.	18 c
Commercial ½ & ½ per lb.	17½c
No. 1 Plumbers	15½c

SHEET ZINC.

500 lb. Casks case, per cwt.	$7 15
300 lb. Casks per cwt.	7 15
Sheets per cwt.	7 15

COPPER.

Copper sheet, 100 lbs. over, base 17c

TIN PIGS AND BARS.

Banca, pigs, per lb	29 c
Straights, pigs, per lb	29 c
Straights in bars, per lb	33 c

LEAD.

American Pig	4.37½@4.40
Bar	4.37½@4.40
National (White) brands (in less than 100 lb lots), per lb	8½c

Sheet.

Full coils per 100 lbs.	$9 00
Cut coils per 100 lbs.	9 50

HARDWARE.

ADZES.

Carpenters'.
Plumbs 40%

Coopers'.
Barton's 15%
White's 15%

Railroad
Plumbs 40%

Ship.
Plumbs 40%
White's 15%

AMMUNITION.

Caps, Percussion—per 1,000.

F. L Waterproof, 1-10s	40c
G D	35c
Musket	60c

Shells, Loaded—
Loaded with Black Powder 40%
Loaded with Smokeless Powder, medium grade 40 & 5%
Loaded with Smokeless Powder, high grade 40 & 10 & 10%

Union Metallic Cartridge Co.:
New Club, Black Powders 40%
Nitro Club, Smokeless Powders, 40 & 5%
Arrow, Smokeless Powders 40 & 10 & 10%

Winchester:
Smokeless Repeater Grade 40 & 5%
Smokeless Leader Grade 40&10&10%
Black Powder 40%

Gun Wads—per 1,000.
Winchester Gun Wads 15%

Powder.

	Each.
DuPont's Sporting, kegs	$5 50
" " ½ kegs	2 90
" " ¼ kegs	1 60
Dupont's Sm'k'less, 50-lb. drum	22 75
" " 25-lb. kegs	11 30
" " 12½-lb. kegs	5 80
" " 6¼-lb. kegs	2 97
" 1-lb. cans	52

Shot.

Drop shot, sizes smaller than B, 25-lb. bags, per bag	1 95
Drop shot, B and larger sizes, 25-lb bags, per bag	2 20
Buck Shot, 25-lb. bags, per bag	2 20
Chilled Shot, 25-lb. bags, "	2 20

ANCHORS

Expansion Screw Anchors 10%

ANVILS

Trenton, 70 to 80 lbs	9½c per lb
Trenton, 81 to 150 lbs	9½c per lb

ASBESTOS.

Board and Paper 33⅓%

AUGURS.

Boring Machine 70%
Irwin's 40&10%
Carpenter's Nut 70%
Hollow.
Bonney's—list $30.00 75&5%
Stearns, No. 3 36 00
Post Hole.
Digwell, 8-inch per doz. 12 50
Iwan's Post Hole and Well 40%
Vaughan's, 4 to 9-in., per doz. 6 60
Rafting.
Snell's 50&5%
Ship.
Ford's, with or wi'out screw 40-10%
Snell's " " " 40-5%

AWLS.

Brad.
No. 3 Handled per doz. $0 40
No. 1050 Handled " 90
Shouldered, assorted, 1 to 4, per gro. $1 20
Patent asst'd, 1 to 4 " 85
Harness.
Common " 95
Patent " 90
Peg.
Shouldered " 1 50
Patent " 60
Scratch.
No 1 handled " 4 80
No. IS, socket handled per doz. 1 25
No. 7 Stanley 1 80
Sewing.
Common per gro. 90
Patent " 90

AXES.

Boy's Handled.
Lippincott, 3 lb. per doz. $6 00
Marshall Falls City " 5 50
Broad.
Plumbs, West, Pat. 33⅓%
" Can. Pat. 35%
" Firemen's (handled) per doz $10 00
Plumbs, Miners' (handled) " 9 00
Single Bitted (handled)
Blood's Champion $10 50
Blood's Dull Finished 9 00
Rough Rider 9 00
American 6 50
Perfect Premier, Forest Clipper 10 00
Duquesne 6 00
Single Bitted (without handles)
Blood's Champion $7 90
Blood's Dull Finish 8 00
Rough Rider 7 00
Electric Chopper 8 25
Duquesne 5 50
Crown 6 25
Double Bitted (without handles).
Blood's Champion, 3½ to 4½ lbs. per doz $10 00
Flint Edge " " 9 75
Perfect Premier " " 11 00
The above prices on axes of 3 to 4 lbs. are the base prices.
3½ to 4½ lbs advance 25c
4 to 5 lbs. advance 50c.
4½ to 5½ lbs. advance 75c.

BAGS, PAPER NAIL.

Pounds	10	16	20	25
Per 1,000	$2.50	3.75	4.50	5.00

BALANCES, SPRING.

Frary's	40%
Pelouze	20%

BARS, CROW.

Pinch or Wedge Point per cwt. $3 75

BASKETS.

Clothes.
Small Willow per doz. $7 00
Medium " " 8 75
Large " " 10 50

Galvanized Iron.	½ bu.	1 bu.	1½ bu.
Per doz	$4 75	6 50	8 00

BEATERS.

Carpet.	per doz.
No. 13 Tinned Spring Wire	$0 90
No. 11 Spring Wire coppered	1 20
No. 10 Preston	1 10
Egg.	Per doz.
No. 50 Imp. Dover	$0 75
No. 102 " " tinned	85
No. 150 " " hotel	1 50
No. 10 Heavy hotel tinned	2 10
No. 13 " " "	3 30
No. 15 " " "	3 60
No. 18 " " "	4 50

BELLOWS.

Blacksmiths' 65%
Hand.
8-inch per doz. $8 50
10-inch " 10 50
Moulders'.
12-inch " 13 00

BELLS.

Call.
3-inch Nickeled Rotary Bell, Bronzed base per doz. $5 00
Cow.
High Grade 60%
Kentucky 65&10%

Door.	Per doz.
New Departure Automatic	$6 00
Rotary.	
3-in. Old Copper Bell	4 00
3-in. Old Copper Bell, fancy	6 00
3-in. Nickeled Steel Bell	4 50
3½-in. Nickeled Steel Bell	5 00

Hand.
Hand Bells, polished 40&10%
White Metal 40%
Nickel Plated 30%
Swiss 40&33⅓%
Silver Chime 33⅓%
Miscellaneous.
Church and School, steel alloy 50%

Farm, lbs	40	50	75	100
Each	$1.80	2.25	3.38	4.50

BEVELS, TEE [illegible]

Stanley's, rosewood handle, new list 25%
Stanley's iron handle 25%

BINDING, OILCLOTH.

Zinc	80%
Brass	75%
Brass plated	75&5%

BITS.

Auger.
Extra Double Spur 70&10%
Ford's Car and Machine 40&10%
Ford's Ship 40&10%
Irwin 50%
Russell Jenning's 25&10%
Clark's Expansive 60%
Steer's " Small list, $22.00 25%
" " Large " $26.00 25%
Irwin Car 50%
Ford's Ship Auger pattern Car 40&10%
Center 25%
Countersink.

No. 18 Wheeler's	per doz.	$1 50
No. 20 " "	"	2 25
American Snail head	"	1 00
" Rose "	"	1 00
" Flat	"	80
Mayhew's Flat	"	1 10
" Snail	"	1 25

Dowell
Russell Jennings 25&10%
Gimlet.
Standard Double Cut 60%

German Pattern	per doz.	$0 60
German	"	65
Gouge	"	80
Spoon	"	1 00
Countersink	"	1 20

Reamer.

Jenning's Square	"	2 50
Standard Square	"	1 20
German Octagon	"	75

Screw Driver.

No. 7 Common	"	56
No. 1 Triumph	"	1 25

BLACKING, STOVE. (See Polish).

BLADES, SAW

Butchers'.
Standard, ⅞ & 1⅛-in.....40%
Clock Spring.....40%
Star.....15%
Coil.....each, $1 50

Hack.
Disston's.....25&5%
Flexible.....33⅓&5%
Star.....20&5%

Wood.
Jackson's.....per doz. $2 25
Disston's—No. 6, 16, 26 & 045.. 4 25
Triumph..... 3 50
Forest Clipper..... 3 00

BLOCKS.

Snatch.
Wooden.....60&10%
Steel.....50%

Tackle.
Iron Strapped.....70&10%
Com. Steel.....60%

BOARDS. (New List)

Stove.....50&10%

Wash.
Globe, single.....per doz. $2 50
Globe, double..... " 3 35
Memphis Globe ..... " 2 75
Crystal Glass..... " 4 00
Brass King..... " 3 75
Nickel Plate..... " 4 15

BOBS, PLUMB.

Carpenters'.
No. 2, iron.....per doz. $3 65
No. 00, " ..... " 1 30
No. 0, " ..... " 2 20
No. 3, lead..... " 2 75
No. 4, " ..... " 3 40
No. 113, brass plated.. " 1 10
No. N30, nickel plat'd. " 1 30
No. N31, " " " 1 85

BOLTS.

Carriage, Machine, etc.
Carriage, ⅜x6 and sizes smaller and shorter.....70&10%
Carriage, sizes larger and longer than ⅜x6.....60&10%
Machine, ⅜x4 add sizes smaller and shorter.....70&10%
Machine, sizes larger and longer than ⅜x4.....60&5%

Elevator.....50-10&5%
Plow.....60&10%
Stove .....50&10%
Tire.....75%
Wagon Box Strap.....70%

Mortis, Door.
Gem, iron.....60%
Gem, bronze plated.....20%

Barrel.
Cast.....60%
Wrought.....75&10%
Wrought, bronzed.....60%

Flush.
Wrought.....50&10%

Spring.
Wrought .....75&10%
Wrought, heavy.....70&10%

Square.
Cast.....50&10%
Wrought.....75&10%

BORERS.

Angular.
Miller's Falls.....per doz. $13 00

Bung.
Doz.
Enterprise Mfg. Co.'s No 1.....20%
" " " No 2. .. 20%

BOXES

Mail, No..... 1 2 10
Per doz.....$3.50 5.00 17.50

Miter.
New Langdon.....15&5%
Stanley's.....30%
Seavey's.....each, $1 50

BRACES.

Barber's ..... 50&10%
Fray's Genuine Spofford's.....60%
" Nos. 66 to 146.....50%
" No. 0108..... $3 50
" No. 08..... 2 75
" No. 010..... 3 00

BRACKETS.

Hay-Rack.
Wenzelmann's No. 1, per doz. $9 00
" No. 2, " 9 00

Shelf.
Cast Iron, bronzed.....50-10&5%
Clover Wrought Steel.....70&10%
Clover Folding 70%

BROILERS.

Wire.....70%
No. Crown, Self-basting, 30doz .. $2 50

BUCKETS.

Pump, Rubber.
Wychoff.....per gro. $4 75
Cooper..... " 4 75
Champion..... " 7 50
Victor..... " 9 25
Star ..... " 5 00
IXL..... " 6 75

Well.
Galv'd Qts..... 10 12 14
Per doz.....$2.90 $3.25 $3.40
Wooden, top ear, plain, per doz. 4 00
" " swivel, " 5 10

BUCKS, SAW.

Folding.....per doz. $2 10

BURRS, RIVETING.

Copper Burrs only.....20%
Tinners' Iron Burrs only.....65&5%

BUTTS.

Cast Iron.....70&5%
Wrought Brass (New List)....40&10%
Wrought Steel, Bright.....80&10%
Wrought Steel, Japanned.
Nos. 731 and - .....70&10&10%

CALIPERS.

Double.....35%
Inside and Outside.....35%
Wing.....30%

CALKS.

Logger's Boot.
(Lufkin R. Co.'s), per M..... $3 75

Toe.
Shoenberger..... per lb 5 c
Bessemer..... " 4½c
American..... " 7 c
Swedes..... " 8½c

CANS.

Cheese Factory.
Ontario Pattern.
Gallons..... 20 30 40
Each..... $4.25 $5.00 $6.25

Milk
Holstein.
Nos..... 300 301 302
Gals..... 5 8 10
Per doz.....$17.50 $22.00 $25.00

Gem Pattern.
Nos..... 400 401 402
Gals..... 5 8 10
Per doz.....$17.50 $21.50 $23.50

Omega Pattern.
Nos. ..... E. 2 E. 3
Gals..... 8 10
Per dozen..... $23.50 $26.50

Jersey Pattern.
Nos..... 80 81
Gals..... 8 10
Per doz..... $23.00 $27.00

CAN OPENERS.

See Openers.

CAPS, GUN.

See Ammunition.

CARPET STRETCHERS.

See Stretchers.

CARRIERS.

Hay.
Diamond, Regular.....each, $3 85
Diamond, Sling..... " 6 50
Myers' Imperial ..... " 3 85
Myers' Clover Leaf..... " 4 00

CARTRIDGES.

See Ammunition.

CASTERS.

Standard—Ball Bearing.....50&10%
Bed.....60&5%
Common Plate.
Brass Wheel.....60&10%
Iron and porcelain wheels, new list.....60&5%
Philadelphia Plate, new list.....60%
Martin's.....60%
Payson's.....75&10%

CATCHERS, GRASS.

Carroll's, No. C.....per doz. $4 25
Wildermuth's,.
Nos..... 1 2 3
Per doz.....$5.00 $6.75 $8.25
Nos 4 5 6
Per doz.....$6.75 $9.50 $10.00

CHAIN AND CHAINS

Breast Chains.
Doubleslack.....doz. pairs, $5 75
With Covert Snaps. " 5 00
With Slide..... " 3 25
Without Slide..... " 2 [illegible]

Bright Ox Chains.
½-in. $7.25; ⅝-in. $5.45 per 100 lbs.

Cable Coil Chain.
Inch..... 5/16 ¼ 3/16 ⅛
Per 100 lbs.$10.80 $8.00 $7.00 $6.20
Inch..... 3/16 ⅛ ⅛ ⅛
Per 100 lbs.$6.00 $5.90 $5.75 $5.65
Inch..... ⅜ 1 1¼
Per 100 lbs.....$5.55 $5.55 $5.65

Cable Log Chain.
Advance 25c per 100 lb. on Cable Coil.

Cow Tie Chains.
American, 2 toggle.....50&5%
" toggle and snap...50&5%
" open and closed ring.....50&5%

Halter Chains.
American, new list.....33⅓%
German.....60%
Niagara, new list 40%
Brown's, " 40%

Picture Chains.
Light Brass, 3 ft.....per doz. $0 75
Heavy Brass, 3 ft .... " 1 30

Pump Chain
Galvanized, per 100 lbs.....$5 50

Safety Chain.
Brass.....60%

Special Steel Loading Chain.
Inch..... ⅛ 5/32 3/16
Per 100 lbs.....$16.00 $13.50 $12.50

Stretcher Chains.
5/16-in. $8.50; ⅜-in. $7.75 per 100 lbs.

Tie-Out Chains.
Brown's.....70&5%

Trace Chains.
Western Standard.
6|— 6-2.....per pair 30c
6|— 8-2..... " 34c
6|— 8-3..... " 38c
6|—10-2..... " 38c
7 — 8-2..... " 38c
7 —10-2..... " 42c
7 —10-1..... " 48c
7 —10-0..... " 60c
Add 2c per pair for Hooks.
Add 2c " for Twist Link.

Wagon Stay Chains.
Inch..... ¼ 5/16 ⅜
Per 100 lbs.....$6.50 $6.00 $5.50

CHALK, CARPENTERS'.

Blue.....per gro. 75c
Red..... " 65c
White..... " 55c
Common White School
Crayon..... " 10c

CHARCOAL.

In bags.....per bag 90c

CHECKS, DOOR.

Blount.....33⅓%
Sargent's.....33⅓%

CHIMNEY TOPS.

Iwan's Volcano.....50%

CHISELS.

Box.
Inches..... 10 12 14
Round per doz....$2.10 $2.25 $2.75
Flat " ... 2.85 3.60 4.20

Cold.
Good quality, ⅜ in. and larger.....per lb. .13c
Smaller size per doz.....

Socket, Framing and Firmer.
Clover.....75&10%

Tanged, Firmer.
With handles.....30&5%

Choppers, See *Cutters, Meat.*

CHUCKS, DRILL.

Goodell's, for Goodell's Screw Drivers.....per doz. $6 25
Yankee, for Yankee Screw Drivers..... 5 00

CHURNS.

Anti-Bent Wood,
Gal..... 5 7 10
Each.....$3.90 $4.00 $4.85
Belle, Barrel.....65&7½%
Common Dash, Gal. 4 5 6
Per doz..... $7.75 $8.50 $10.50
Union, Gal..... 5 7 10
Each.....$3.65 $3.90 $4.75

CLAMPS.

Adjustable.
Martin's.....30%

Carpenters'.
Steel Bar.....25%

Hose.
Sherman's, brass, ½-in., per doz.. 42c
Double brass, ½-in., " 90c

Saw Filers.
Disston's list, $30.00.....30%
Stearns', No. 0, $3.50; No. 1, $11.50; No. 3, $5.00 doz.
Wentworth's, No. 1, $6.00; No. 3 $8.10.

CLAWS, TACK.

Cast, wood hdle.....per doz.45@60c
Forged steel, wood hdle " $0.80
Solid steel..... " 1 00
Giant..... " 50

CLEANERS.

Drain.
Iwan's Adjustable.....55%
Iwan's Stationary.....40&5%

Pot.
Wire.....per doz. $0 75

Side-Walk.
Steel.....per doz. $3 25
XLCR .....65&5%

CLEAVERS

Family.
Griffin, Inch..... 6 7 8
Per doz.....$5.50 $6.75 $8.25
Royal.....per doz. 2 25

Butchers.
Plumbs.....25%

CLEVISES

Malleable.....5½c lb.

CLIPPERS.

Bolt.....$1.90@4.75

CLIPS.

Axle.....65&5%

Damper.
Standard.....per doz. 65c
Troy..... " 38c

Hame..... " 17

CLOTH

Emery.
Star.....50%
B. & A.....50%

Hardware Wire—full rolls (100 ft.)
2 to 3 incl., Galv.—in full roll... 2 75
4 and 5..... " .. 3 00
6..... " .. 3 25
7 and 8..... " .. 3 75

Screen Wire.
12 mesh, painted, per 100 sq. ft.. 1 35

COCKS AND FAUCETS.

Compression Plain Bibbs...60, 10&5%
Lever Bibb Cocks.....60, 10&5%
Compression Hose Bibbs ..50—10&5%

Telegraph Faucets (new list)..50—5%
Racking Cocks (new list)...60, 10&5%
Compression Lock C'ks(new list).70%
Andrew's Brass Faucets.....70%
Angle Plug Faucets, per doz....$0 85
Milk Can Faucets, per doz..$2.60-4.20
Petroleum Faucets .....75&5%

COLLARS, STOVE PIPE.

Inches..... 5 6 7
Plain Tin..per gro.$1.90 $2.40 $3.50
Japanned Tin " 3.00 3.00 4.25
Lacquered Brass" 3.00 5.50 4.25

COMBS, CURRY.

Nos... 000 11 15 39 89 108
Per
Doz..$.37 .60 1.90 .90 1.15 .80
Nos... 299 320 390 522 620 1400
Per
Doz $1.05 .85 1.25 1.20 .75 1.40

COMPASSES.

Carpenters'.....60%
Pencil—Faber's.....per doz. $1.00

COPPER—See Metals.

COPPERS.

Soldering.
1 lb.....per lb 30c
1½ lb.....31c 2 lb... " 29c
3 lb and larger..... " 26c

CORD.

Picture
White Wire (new list) .....85&10%

Sash.
Monarch Braided Flax...per lb
Silver Lake. white. 7-32 in. "
Silver Lake, white, 8-32 in. "
Keystone.....8-32 in. " 29c

CORKSCREWS.

Humason & Beckley.....33⅓%
Walker's.....33⅓%
Williamson's Regular.....40&10%
Williamson's Forged Worm.....50%

COTTERS, SPRING.

All sizes—new list.....90&30%

COUPLINGS, HOSE.

Brass.....per doz. $1 00
Brass Plated..... " 85

COVERS, WAGON—See Tents.

CRADLES, GRAIN.

Morgan's Grapevine....per doz.$22 75

CRAYONS—See Chalk.

CROW BARS.

Irish or Wedge Point.....per lb 3¾c

CUTTERS.

Glass.
Red Devil.....45%
Smith & Hemenway Co.....50%
Woodward.....40%
Meat.
Enterprise, Nos. 5, 10, 12, 22, 32 and 42.....25%
No. 202, list, $1.50 ea.....40&7½%
Pipe.
Stanwoods. No.... 1 2 3
Each.....$0.85 $1.50 $4.0
Slaw and Crout.
3-knife Crout.....per doz. $9 7
1-knife Slaw..... " 1 4
2-knife Slaw..... " 2 2
Washer..... " 7 7

DAMPERS, STOVE PIPE.

Jewel.....50&10%
American..... 50%

DIES AND STOCKS.

Discount.....40%
King's, Little Giant.....33⅓%

DIGGERS.

Post Hole.
Acme.....per doz. $9 25
Atlas..... " 9 00
Eureka..... " 7 50
Hercules..... " 10 25
Iwan's Split Handle.. " 7 50
Iwan's Perfection.... " 9 00
Iwan's Hercules pattern " 10 00
Ryan's..... " 17 00
See also Augers—Post Hole.
Dividers, Wing.....65&10%

DOOR CHECKS—See Door.

DOORS, SCREEN.

⅞ in. 4-panel, pain ted...per doz. $7 93
1⅛ in. 4-panel, pain ted... " 9 50
1⅛ in. 3-panel, natural pine, fancy..... " 12 40

DOOR HANGERS—See Hangers.

DRILLS.

Bit Stock.....60&10%
Blacksmith's Twist.....60%
Breast.
Fray's No. 9.....each, $1 75
Millers Falls No. 12..... " 2 10
Hand.
Goodell's Automatic.
Nos..... 01 03 3 20
Per doz.. $7.75 $12 50 $12.50 $11.00
Goodell's Single Gear. per doz. 15 75
Millers' Falls " " " 12 75
" " Double " " 15 25
Reciprocating.
Goodell's.....per doz. 16 50
Bit Stock.
Standard List..60&5%@60%@10

DRIVERS, SCREW.

Standard.....65&10%
Lock Ferrule.....60%
Champion.....40&10%
Champion Pattern.....70%
Clark's Interchangeable.....30%
Edison.....60%
Reed's Lightning.....45&5%
Goodell's Spiral.....50, 10, 5&2½%
Yankee Ratchet 50%
" " Spiral.....50&10%
Smith & Hemenway Co.....40&5%

EAVES TROUGH, GALVANIZED.

Terms, 2% for cash. Factory shipments generally delivered.

See also conductor pipe and elbows.

EGG BEATERS—See Beaters.

ELBOWS.

Adjustable Stove.
Inches..... 5 6 7
Smooth, per doz...$0.75 $0.85 $1.20
Plan'd, " 1.80 2.00 2.65
Corrugated Conductor.
Discount.....75&10%
Corrugated Stove.
Inches..... 5 6 7
Smooth, per doz..$0.85 $1.00 $1.50
Pol'd, " .. 1.40 1.65 2.25
Plan'd, " .. 2.15 2.65 3.40
Four-Piece Stove.
Inches..... 5 6 7
Smooth, per doz..$0.60 $0.35 $0.95
Planished, " .. 1.40 1.70 2.30

EMERY CLOTH—See Cloth.

EMERY TURKISH.

Size .....5-lb. pkgs. ½ kegs, kegs.
No 60 to 150, per lb.. 6c 4c 4c
Flour..... " ... 5c 3c 3c

ENAMEL, IRON.

A-B Iron Enamel, 3 doz. case, ...per gro., 15 00
Peerless..... 1 25

EXTRACTORS, PIG.

See Forceps, Pig

EYES.

Bright Wire Screw—See Goods, B. W.
Drifting Pick.....60, 10&5%
Hooks and—
Brass.....50&10%
Iron.....70%

FASTENERS, STORM SASH.

Schroeder's.....per doz. $0.85
Sensible..... " 1 15

FAUCETS—See Cocks.

FILES AND RASPS.

Delta.....70&10%

FLUE STOPPERS—See Stoppers.

FORCEPS, PIG.

Superior.....per doz. $4 75
Whisson's Imp..... " 5 25

FORKS.

Barley.
Steel New List.....65&10%
Wood, 4-tines, per doz.....$5 00
Coal, Coke, Cottonseed.....30%
Hay.
2-tine.....60%
3 " .....60&5%
4 " .....60&10%
Digging.....65&5%
Scoop.....30%
Header.
3-tine.....60&5%
4 " .....60&5%
Manure.
4-tine 60%
Ore.....40%
Spading.

FRAMES.

Hack Saw.
Union.....per doz. $5 75
Jenning's adj..... " 7 50
Cast..... " 2 50

FREEZERS, ICE CREAM.

Arctic.
Qts..... 1 2 3 4 6
Each...$1.10 1.30 1.50 1.80 2.30
Qts..... 8 10 12 15
Each.....$2.95 3.80 4.50 5.20
Jack Frost.
Qts..... 2 3 4 6 8 10
Price .$1.60 1.90 2.20 2.80 3.60 4.65

GAUGES.

Butt and Rabbet.
Cream Pail.
Fairmont.....per doz. $3 75
Marking, Mortise, etc.....
.....50&10%
Saw.
Wire.
Disston's.....25%

GIMLETS.

Discount.....35@40%

GLASS, WINDOW.

Single.....90&20%
Double.....90&25%

GLASSES, LEVEL.

GLUE.

Bulk.
B Amber.....per lb. 12
A White..... " 15
H. S. Amber..... " 16½c
Liquid.
Army & Navy.....40%
Le Page's—
List "A".....37½%
List "B".....33⅓%
List "C".....25%

GOODS.

Bright Wire.....90%

GREASE, AXLE.

Wood Boxes.
Diamond.....per gro. $5 50
Frazer's..... 9 50
Hub Lightning..... 5 25
Paragon..... 6 75
Wood Pails.
Frazer's, 15 lb. 80c; 25 lb. $1.30 each.
Hub Lightning, 15 lb. 55c; 25 lb 70c each.
Tin Cans.
Chamellene Graphite.
1 lb. per gross.....$0 50
3 lb. per gross.....35 00
5 lb. per gross.....37 00

GRIDDLES.

Soapstone.....33⅓%

GRINDSTONES.

Family.
Inches..... 6 8 10
Per doz.....$7.25 9.75 12.00
Loose.
Per ton.....$20 00@$21 00
Mounted.
Ball Bearing..... 1 2 3
Each.....$3.15 3.00 2.85
Common Bearing 1 2 3
Each.....$3.00 2.80 2.65

GUN WADS
(See Ammunition.)

HAFTS, AWL.

Brad.
Common.....per doz. $0 19
Peg.
Common..... " 22
Patent, plain top..... " 47
Patent, leather top... " 52
Sewing.
Common..... " 22
Patent..... " 52

HALTERS.

Jute Rope.....per doz. $1 10
Sisal Rope..... " 1 85
Web..... " 2 00
Leather, rope tie..... " 8 50
Leather, leather tie..... " 11 50

HAMMERS, HANDLED.

Blacksmiths' Hand.
Plumbs.....60&5%
Engineers'.
Plumbs.....60&5%
Farriers'.
Plumbs.....40&10%
Machinists'.
Plumbs.....60&5%
Nail.
Plumbs.....40&7½%
Quaker City.....per doz. $3 50
Cast..... " 1 15
Maydole's.....30&5%
Riveting.
Plumbs.....40&12½%
Shoe.
Cast.....per doz. $0 90
Tack.
All Iron.....per doz. $0 35
Pol'd Iron, Hickory hdl. " 50
Mall. Iron, Inlaid..... " 1 55
Magnetic..... 1 2 3
Per doz.....$0.70 .80 1.00
Magazine.. .....per doz. 4 75

HAMMERS, HEAVY.

Heavy Hammers and Sledges.
Under 5 lbs .....80&5%
5 lbs. and over.....80&10%
Masons'.
Single and Double Face.....80&5%

HANDLES.

Auger.
Common Assorted....per doz. $0 50
Pratt's Adjustable, Nos. 1 & 2, per doz..... 4 50
Ives' Adjustable.....per set, 1 35
Axe.....40%
Chisel.
Hickory, Tanged Firmer, Assorted, 33c; Large, 38c per doz.
Hickory, Socket Firmer, Assorted, 27c; Large, 30c per doz.
Applewood, Tanged, Firmer, Assorted, 29c; Large, 38c per doz.
Applewood, Socket, Firmer, Assorted .....per doz $0 24
Coal Pick.....40%
Drifting Pick.....40%
File, assorted, 13c; Large, 16c per doz.
Hammer.
Adze Eye.....per doz. $0 40
Blacksmiths'..... " 40c@70c
Machinists'..... " 45c@70c
Hatchet..... " 40
Hay and Manure Fork.....30%
Hoe and Rake.....30%
Plain.....per doz. $0 75
Varnished..... " 80
Screw Driver.
Assorted..... " 37
Large..... " 48
Shovel and Spade.....33⅓%

HANGERS.

Barn Door.
U. S. Rolled Bearing.....60&10%
Matchless.....50&10%
Storm King.....60%
World's Best.....50%
Wagner's Adjustable.....70&10%
Warehouse Big Twin.....25%
Conductor P.
Griffin.....70&10%
Iwan's Perfection.....50%
Eaves Trough.
Baker's.....per gro. $2 35
Imperial.....20%
Wire.....33⅓%
Parlor Door.
Acme.....per set, $3 75
Ives' Improved..... " 2 60
Lane's Standard..... " 3 50
Lane's New Model.... " 3 10
Le Roy Noiseless..... " 4 00
Richards'.....40-10&5%

HASPS.

Hinge, Wrought.....40%
With Staples—See Staples.

HATCHETS.

Crescent.....50&10%
Cast Claw.....per doz. $1 10@1 35
Cast Shingling.... " 1 25
Germantown.....30%

HAY KNIVES.

See Knives.

HAY RACK BRACKETS.

Wenzleman's No. 1.....per doz. $9 00
Wenzleman's No. 2..... " 9 00

HINGES.

Blind.
Clark's Gravity ... per doz. sets, 95c
Parker's.....65%
Shepherd's Noiseless, for Wood Casing.....per doz $1 05
Gate.
Clark's..... 1 2 3
Hgs & Ltch.. doz. $2.50 3.25 4.25
Hinges only... " 2.00 2.50
Latches only . " .90 .90
Knuckle.....per doz prs. $6 00
Leed's..... " sets 6 75
Superior..... " prs. 9 50
Spring.
Banner.....50%
Chicago.....25&5%
Columbia Dbl. Acting...40&10&5%
Gem.....25%
Ideal Detachable.....per gro. $11
Matchless.....40%
New Idea.....per gro. $8 00
Oxford.....20%
Wrought Iron
New Lists .....
McKinney
Light Strap Hinges.....60%
Heavy Strap Hinges.....60, 10&10%
Light T Hinges.....55%
Heavy T Hinges.....45%
Extra Heavy T Hinges.....60%
Screw Hook and Strap.
6 to 12 in.....per 100 lbs. $4 50
14 to 20 in..... " " 4 25
22 to 36 in..... " " 4 00
Screw Hook and Eye.
¼ in.....per 100 lbs. $6 75
⅜ in..... " " 7 75
½ in..... " " 9 75

HOES

Garden .....70&10%
Grub.
Extra.....70%
Hazel.....per doz. $5 00
Ladies' and Boys'.....75%
Mortar.....75&10%
Planter's Eye.....62½%
Weed .....75&15%

HOLLOW WARE—See Ware.

HOOKS.

And Eyes.
Brass.....60%
Iron.....70%
Awning.....per gro. 80&10%
Belt.
Brown's.....70&5%
Jones'.....65&5%
Bench.
See Stops, Bench.

Box.
Inch..... 5 7 10 12
Per doz.....$1.90 2.10 2.25 2.65
Humason & Beckley's..per doz. $2 50
(See Goods, Bright Wire.)
Bush.
Common Axe Handle.per doz. $7 00
Chain.
Inch..... ¼&⅝ ½ ⅞ ¾
Per 100...$7.60-8.10 9.75 11.50 12.60
Clothes Lines.
Japanned .....per doz 22c@24c
Galvanized..... " 40c
Coat and Hat
Cast Iron .... per gro. 72c@$1 50
Gem Wire.....70%
Conductor.
Malleable.....25%
Wrought.....30%
Corn.
Common, rivetted, painted red.....per doz. $2 25
Little Giant..... " 3 25
Gate.
See Goods, Bright Wire.
Grass.
Common. Nos..... 2 3 1
Per doz.....$1.50 1.60 1.70
German.....per doz. 1 75
Gypsy..... " 2 50
Hammock.
With plate.....per doz. 50
With screw..... " 45
Lambrequin, or Drapery, per gro. .21c
Picture.....50%@50&10%
Potato and Manure.....70&12½%
Screw.
Brass.....80&5%
(See Goods, Bright Wire.)
Seat Spring.....per lb. 5½c

HOOPS, TUB.

Elastic ... per case of 2 doz.... $1 50

HOSE, GARDEN.

	Coupled, per ft.
Velvet, 3 ply-¾" guar. press	7½c
Eclipse, " " "	8½c
Diamond " " "	10c
Jeanette " " "	13c
Pennsylv'a " " "	16c

COTTON COV. RUBBER HOSE.

High Grade-¾"-guar. press.	400 lbs.	11¾
Special " " "	300 "	9½c
Leader " " "	100 "	7½c

HUSKERS.

Boss.
Nos..... B BB E 200
Per doz.....$2.00 2.00 1.75 .80
Nos..... L PP P K
Per gro.....$5.40 6.00 6.00 10.50
Nos..... 2000 3000 O
Per gro.....$3.50 9.00 24.50
Nos..... 60 50 64 68
Per doz.....$2.15 2.15 .85 1.45
Brinkerhoff's.
Per gro.....$14 40

IRON.

See Metals.—First column.

IRONS.

Curling.
C.....per doz. $0 40
B..... " 50
A..... " 58
Princess..... " 70
Thelma..... " 1 25
Pinking..... " 70
Plane.
Wood Bench.....20&5%
Sad.
Charcoal.....per doz.$11 00
Common, polished, per 100 lb. 3 75
No. 70 Asbestos.....$1 20 net
No. 100 " 1 30 net
Common, nickel plated, 5 25
Chinese Polishing.....per doz. 7 40
Laundry, No. 1..... " 5 75
Laundry, No. 2..... " 6 25
Mrs. Pott's
No. 50 J, Enterprise, per set 93
No. 55 J, " " 90
No. 50 T, " " 1 00
No. 55 T, " " 90
Tailors' Sad.....per lb. 5½
Tailors' Geese..... " 5½
Tuyere.
Single Duck Nest.....per doz $5 25
Double Duck Nest .. " 6 25
Sutton.....each.... 2 60

JACKS.

Locomotive.....70%
Wagon.
Miller.....50%
Oliver,
Nos..... 0 00
Each.....$0.60 $0.80

Standard.
Nos..... 1 2
Each.....$0.60 1.00
Wilcox.
Nos..... 1 2 3
Each.....$0.85 1.20 2.90

KETTLES.

Brass.....15%
Cauldron.....40&5%
Copper..... per lb., 27c
Maslin.....65%
Sugar.....50%

KNIVES.

Beet Topping.
Clyde, 9-in. Scimiter Blade, doz.$3 85
California..... 3 40
Cooper's Hoop.....15%
Corn.
Clipper.....per doz. $1 75
Disston's..... " 2 75
Earle's..... " 3 00
Woodford..... " 2 25
Drawing.
Standard.....70%
Adjustable.....15%
Barton's Carpenters'.....10%
Folding Handle.....25&5%
Hay.
American, Sickle Edge...doz. $10 50
Canton, Sickle Edge..... " 8 25
Heath's..... " 8 00
Iwan's, Sickle Edge..... " 9 50
Iwan's, Impv'd Serrated. " 10 00
Lightn'g, Holt's Genuine. " 6 50
Lightning Pattern..... " 6 00
Wadsworth's Sp'r Poin't.. " 8 50
Hedge.
Challenge.....per doz. $6 00
Disston's..... " 3 75
Mincing.
Common, Single..... " 40
Common, Double..... " 50
Streeter, 4-Blade..... " 1 30
Streeter, 6-Blade..... " 2 00
Putty.
Common.....per doz. $0 60@1 00
Lander'r..... " 1 40@1 75
Scraping.
Beech Handle..... 75@1 00
Lander's..... 5 25@6 00

KNOBS.

Door.
Mineral.....per doz. $0 80
Porcelain..... " 90
Jet..... " 90

LADDERS.

Common Long.
Per ft.....9c@14c
Extension.
Per ft.....14c
Step.
Common, per ft.....7½c
Common, with Shelf, add 10c.
Keystone.....15c
Triumph, per ft.....20c

LANTERNS.

Bull's Eye Police.
3 -in. Flash Light....per doz. $6 00
2½-in. Regular..... " 4 90
3 -in. Regular..... " 5 50
Tubular.
Dietz & Hanes'.....net prices.

LEADERS, CATTLE.

Nos..... 1 2 3
Per doz..... $0 55 .70 2.75

LEATHER, LACE.

Cut.....33⅓%
Sides.
Ex. Quality ..... per sq. ft., 27

LEATHERS, PUMP.

Valve and Plunger.....10%

LIFTERS.

Stove Cover.
Coppered.....per gro. 1 75@3 65
Ideal..... " 5 50
Alaska, Coppered " 4 00
Alaska, Nickeled. " 5 00
Transom.
Payson's.....80%

LINES.

Chalk.
Twisted in 20-ft. hanks.
Nos.... 4 6 7 8 9
Gross...$1.50 2.00 2 25 2 50 3 00
Twisted in 50-ft. balls.
Nos..... 1 2 3 4
Per doz.....25c 30c 35c 41c
Braided in 20-ft. hanks.
Nos..... 0 1 2 3
Per doz.....22c 25c 31c 35c
Mansons', in 100-ft. hanks...doz. 80c
Clothes.
60-ft. Jute.....per doz. $0 95
72-ft. Jute..... " 1 15
60-ft. Sisal..... " 1 40
72-ft. Sisal..... " 2 15
50-ft. Cotton..... " 1 15
50-ft. Braided Cotton. " 25

LINING, STOVE.

In Bricks.....per crate, 42c

MACHINES.

Boring.		Without Augers	With Augers
Angular.....	per doz.	3 00	4 40
Upright.....	"	2 60	4 00

Leather Riveting.
Chicago, Pomeroy....per doz. $9 00
Excelsior..... " 2 00
Handy..... " 2 00
Little Giant..... " 3 00
Pony, Pomeroy..... " 7 20
Washing.
Winner.....per doz. 54 00
Keystone..... " 54 00
U. S. Steel..... " 60 00
Advance, f.o.b.Chicago " 24 50

MAIL BOXES.

See Boxes.

MALLETS.

Carpenters'.
Fibre Head, Small....per doz. $5 00
" " Medium. " 5 75
" " Large... " 7 00
Round Hickory..... " 2 25
" Lignumvitæ... " 4 00
Square Hickory..... " 2 25
" Lignumvitæ... " 4 50
Tinners'.
Applewood..... " 1 70
Hickory..... " 1.00@1 50
Hickory Sheet Iron... " 1 50

MATS.

Door
National Rigid.....50, 10&5%
Acme Steel Flexible.....33⅓%
Stove.
No. 2.....per gro. $3 25
No. 1..... " 3 50
No. 1 Asbestos Toasters, or wire-covered Stove Mats, with handle.....per doz. 1 10
No. 2 Asbestos Toasters, with ring.....per doz. 60

MATTOCKS.

Plumbs.....65&10%
Extra.....60%

MAULS.

Iron, lbs.....	10	13	16	18
Per doz....	$4.00	4.50	5.25	5.60
Wood face, lbs.....	10	12	14	
Per doz.....	$5.00	5.50	6.00	

Wood Choppers'.
Lake Super'r & Oregon Pat. 75&10%

MEASURES.

	½ pk.	1 pk.	bu.
Galvanized, per doz.	$2.25	3.00	3.85
Japanned.. "	1.75	2.45	3.15

MICA.

First Quality.....40&5%
Second Quality.....50&5%

MILLS, COFFEE.

Enterprise.....25%
Parker.....50&5%
Arcade.....40-12½&2½%

MITRE BOXES.

See Boxes.

MOPS.

Erie.....per doz. $3 15
Handled Cotton.
Pounds..... ¾ 1 1½ 2
Per dozen....$2.00 2.35 2.65 3.25

MOWERS, LAWN.

Gladiator—B. B.
Inches..... 16 18 20
Each..... 6.50 7.25 8.00
King Universal—B. B.
Each..... 5.25 5.75 6.00
Inches..... 14 16 18
Big Giant..... 3.50 3.90 4.25
Little Giant..... 2.50 2.65 2.75

NAILS.

Cut Steel.....rates, $2 50
Cut Iron..... 2 60
Wire.
Small Lots..... $2 28
Carload Lots..... 2 18
Cement Coated..... 2 30
Horse Shoe.
Ausable.....55&5%
Capewell.....15%
Perfect.....55&5%
Putnam.....20&5%
Star.....35&5%
Clover Leaf.....per lb., net, 10½c
Picture.
Brass Heads.....25%
Brads.....85%
Furniture.....15%

NAIL PULLERS.

See Pullers.

NAIL SETS.

See Sets.

NETTING, POULTRY.

Galvanized beforeweaving .80,10&2½%
Galvanized after weaving.....80&7½%
Cut Pieces.....65&5%

NIPPERS.

End Cutting.
Stubb's Pattern. Inches 5½ 6
Per dozen..... $4.00 4.25
End and Diagonal Cutting.
Swedish Side.....75%
Utica Drop Forge & Tool Co....60%
Hoof.
Heller's.....40&10%
V. & B.....55&5%

NOZZLES.

Hose.
Genuine Gem.....per doz. $3 90
Magic..... " 3 00
Mystic..... " 3 00

NUTS, HOT PRESSED.

Square Blank.
In ½ 9/16 ⅝ ¾ ⅞ 1
lb 9½c 8c 6½c 5½c 5c 4½c
Square Tapped.
In. ½ 9/16 ⅝ ¾ ⅞ 1
lb. 12½c 10½c 8c 7½c 6½c 6½c 6c
For 5-lb. boxes add ½c per lb. to above prices.

OILERS.

Chase Pattern.
Brass and Copper.....60%
Zinc.....60%
Engineers'.
Cannon.....55%
Tin .....per doz. $2 00@$2 25
Machine.
Common.....per doz. $0 58
Copper Plated Steel... " 1 00
Malleable Iron.....60, 10&5%
Japanned.....65@75c

OPENERS.

Box.
Inches..... 10 12 14
Flat.....per doz. $2.55 3.60 4.15
Round..½. " 2.10 2.25 2.75
Can.
Delmonico .....per doz $1 20
Never Slip..... " 65
Crate.
V. & B..... " 5 75

OUTFITS, COBBLING.

Combination.....per doz. 11 00
Economy..... " 4 65
Family..... " 9 75

PADLOCKS.

Standard Wrought.....75&5%
Champion.....50%
Eureka.....60, 10&5%
Yale.....60&5%

PAILS.

Cream.
14-qt., without gauge, per doz. $2 50
20-qt., " " " 3 00
20-qt., with gauge.... " 3 50
Sap.
10-qt., Galvanized, per 100....$13 00
12-qt., " " 14 50
14-qt., " " 16 25
16-qt., " " 17 75
10-qt., IC Tin..... " 10 25
12-qt., " .... " 11 75
14-qt., " .... " 13 00
10-qt., IX Tin.... " 12 75
12-qt., " .... " 16 00
14-qt., " .... " 17 00
Stock.
Galv'd, qts. 14 16 18 20
Per doz..... $3.75 4.00 4.75 5.25
Water.
Galvanized... qts. 10 12 14
Per doz..... $1.95 2.20 2.45
Wood.
Cable, 2-Hoop.....per doz. $1 70
Cable, 3-Hoop..... " 1 90
Cedar, 3-Hoop..... " 2 85
Standard, 2-Hoop.... " 1 60
Standard, 3-Hoop.... " 1 80

PANS

Dripping.....60&5%
Fry
Common .....75&10%
Acme 70%
Roasting.
Paxton.
Nos..... 1 2 3 4
Per doz.... $4.75 5.75 6.50 7.50
Neverburn .. 4.00 4.50 5.50 6.00
Savory, No. 200.....per doz. $8.00

PAPER.

Building.
Plain.....per 100 lbs. $1 25
Tarred..... " 1 35
Tarred Felt..... " 1 65
No. 20, Red Rosin....per roll, 40
No. 30, Red Rosin.... " 55
Sand and Emery.
Star ..... low list, 50%
B. & A.....50%
Wrapping.
Drab Fiber.....per lb. $0 00
Rag..... " 0 00

PARERS.

Apple.
Bay State.....per doz. $13 00
Turntable..... " 0 00
White Mountain..... " 5 0
Reading..... " 7 0
Potato.
Goodsell's Saratoga, 10½ in., doz. 6 50
Goodsell's Saratoga, 5 in., doz. 5 50

PICKS.

Adze Eye Ore.....70%
Drifting and Poll Picks.....70%
Plumbs, Railroad.....70%
Surface.....70%

PINCERS.

Carpenters', cast steel.

Inches.....	6	8	10	12
Per doz.....	$2.00	2.60	2.95	3.7

Blacksmiths'.....45%
Heller's.....40%

PINS.

Clothes.
Common.....per box of 5 gro $0 8
Hoyt's..... " " 3
U. S..... " " 7
Picket.
Fluted, 15-in.....per doz. $0 7
Fluted, 21-in..... " 1 6
Spiral..... " 1 9

PIPE.

Conductor.

	Gal. Steel	Charcoal
L. C. L. to Dealers:—		
Eastern	70&10%	50&10&2½%
Pittsburgh	75&10&5%	60%
Central	75&10%	60%
Northwestern	75&7½%	60%
Western	70&12½%	50&12½%
Tennessee	70&10%	50&12½%
Southern	70%	50&12½%
Southwestern	70%	50&5%

Terms 60 days; 2% Cash 10 days.
Factory shipments generally delivered.

Lead.
Full coils.....per lb. 7½c
Cut coils..... " 7¾c
Stove

Acme—Inches....	5	6	7
Smooth, per jt...	8¾c	9¾c	10¾c
Planished, "	32 c	33 c	43 c
Peerless—Smooth,	7¾c	8 c	9¾c
Polished.....	14¾c	15¾c	18 c
Planished.....	28 c	31 c	35¾c
Made-up—Inches..	5	6	7
Smooth.....	7¾c	8 c	9¾c

7 to 6 in. Smooth Tapers, pr jt...13c
6 in. Smooth T's..... " 27c
7 to 6 in. Planished Tapers.....45c

Yale Patent Lock Pipe—Stove.

	5"	6"	7"	7" to 6"
	—Cents—			
Battle Axe Blue...	7	7½	9½	10½
Can't Slip " ..	7½	8½	10	11
Peerless " ..	7½	8½	10	11
Duplex " ..	10	11	13	14
Yale, Rus. Fin...	15	16	17	18
Duplex Planished.	29	31	37	38
Galvano, Gal.....	15	16	17	18

It jointed made up, add per joint or grooved, 1c; riveted, 1½c. Crating made-up pipe extra.

Wrought Iron Gas Pipe.
⅛@½-in., black.....discount, 60%
⅛@½-in., black..... " 60,10&5%
¾-in. to 6-in, black... " 70%
7-in. to 12-in., black... " 62½%
⅛@½-in., galvanized.... " 42%
⅛@½-in., galvanized.... " 50%
¾-in. to 6-in., galvan'd " 57½%
7-in. to 12-in., galvan'd " 45%

PLANES.

Sargent Iron Bench.....60%
Stanley Iron Bench.....25&5%

PLATES, TIN.

See Metals in Column 1.

PLIERS.

Giant, Button's—80% off list.
Cutting
Bernard's.....30%
Lodi.....50%
Upper End and Diagonal Cutting
Swedish Side.....70%
Utica Drop Forge & Tool Co....60%
Fencing.
Black Bull.....per doz. $8 2
Farmers' Choice.....per doz. $8 0
Russell's..... " 8 2
Flat and Round Nose.
Bernard's.....30%
German.....65%
Lodi.....50%
Paragon.....50%

Gas.—Inches..	7	8	10	12
Per doz.....	$3.00	3.50	4.50	5.5

Tinners'.
Hollow.....40%
Solid.....each, 5½c

PLUMBS AND LEVELS

Common.....60&10&10%
Cook's.....40%
Davis' Iron.....25%
Davis' Inclinometer.....15%

POINTS

Drive Well Points.....75&5%

POKERS, STOVE.

Wr't Steel, str't or bent, per doz. $0 55
Wr't Steel, wood hand'ls " 80
Nickel Plated, coil hand'ls " 65

POKES, ANIMAL.

Cracker Jack, wr't steel, per doz. $4 50

POLISH.

Metal.
White Silk, half pints, per doz. $2 00
White Silk, 6-oz. cans, per doz. 1 00
Shoe.
M. C. D.....per doz.....36c@50c
F. C. O..... " 40c
T M..... " .55c@$1 75
Imperial.....per gro..... 5 00
Stove.
Black Eagle, 1-lb. cans, pr. gr. $15 00
Black Silk—
5-lb. pail..... $0 70
Paste, 5-oz. cans....per doz. 75
Paste, ½-lb. cans.... " 1 05
Liquid, ½-pt. cans... " 1 05
Liquid, 6-oz. cans... " 75
Black Jack, ½-lb. cans. " 9 25
Dixon's Carb. of Iron. " 5 75
Nickel Plate..... " 4 50

POPPERS, CORN.

Round or Square, 1-qt. per doz. $1 05
Square, 1½-qt..... " 1 15
Square, 2-qt..... " 1 35
4-qt..... " 3 75

POTS, FIRE.

Clayton & Lambert's, each, $4 75@6 25
Gate City.....each, 6 25
Gem.....each, $6 75@8 50

POWDER.

See Ammunition.

PRESSES, FRUIT AND JELLY.

Enterprise Manufacturing Co.....25%

PRIMERS

See Ammunition.

PRUNERS.

Disston's Pole.....per doz. $6 50
Henry's Improved..... " 75&10%
Water's Improved..... " 80%

PULLERS.

Cork.
Daisy.....each, $3 10
Phœnix..... " 1 40
Quick and Easy..... " 2 70
Nail.
Giant.....per doz. 10 50
Giant Pattern..... " 6 00
Jumbo..... " 9 00
Tack—Giant..... " 40

PULLEYS.

Awning—Jap'd.....60%
Clothes Line.....50&10%
Hay Fork.
Iron Wheel, 5-in.....per doz. $1 75
Wood Wheel, 6-in.... " 1 75
Wood Wheel, 6-in., pass knot, ...per doz. 2 15
Hot House—Jap'd.....50&10%
Screw—Jap'd.....60%
Side—Jap'd.....50&10%
Sash.
Common.....per doz. $0 16
Common-Sense, 2-in.. " 20
Empire Pattern, 2-in.. " 20
Ideal..... " 20
Steel..... " 25

PUMPS.

Pitcher Spout.

Nos.....	1	2	3	4
Each.....	$1.00	1.15	1.30	1.70

Spray.
Blizzard.....per doz. $14 50
Cyclone, tin..... " 3 40
Cyclone, copper..... " 6 75
Daisy..... " 9 00
Little Giant.....each,... 2 25

PUNCHES.

Conductors'.
No 22.....per doz $2 2
Machine.....per lb 10
Saddlers'.
Common.....per doz 60c@70c
Good..... " 72c@84c

PUTTY.

In Bladders.
Strictly pure.....per 100 lbs. 2 35

RAIL.

Barn Door.
Matchless, 1-in..... 3 c
Matchless, 1½-in..... 3½
Storm King..... 4 c
Sliding Door.
Painted steel.....per ft. 4½c
Bronzed wrought iron...per ft. 8½c

RAKES.

Coal or Wood.....per doz. $5 20
Garden.
Steel.....70%
Steel, bow.....70%
Malleable iron, heavy.....60&10%
Hay.
Wood.....$1 50@$2 00
Lawn—Wood.
XXX.....per doz. $3 00
Automatic..... " 5 25
Lawn Queen..... " 2 75
Jumbo, 36 teeth..... " 5 25

RASPS—See Files.

RAZORS.

Bo-ras-ic.....50%
Red Devil.....50%
Tree Brand.....50%

REGISTERS.

(All Sizes)

Japanned, Bronzed and Plated...70%
White Porcelain Enameled...50&10%
Solid Brass and Bronze Metal....40%
Single Valve (Baseboard and Sidewall).....70&10%

REGISTER FACES

Japanned, Bronzed and Plated
4x6 to 14x14.....70%
14x14 to 38x42.....75&10%
Heavy Round Gratings.....75&10%
White Porcelain Enameled...50&10%
Solid Brass or Bronze Metal.....40%

RINGS.

Bull.

Copper.....	2½ in.	3in.
Per doz.....	$1 10	$1 40
Rea's Improved Self-Piercing copper, pr doz	2 00	....
Steel, per doz.....	85	95
Nickel plated.....	1 35	....

and Ringers—Hog.
Blair's Rings.....per doz. $0 58
Blair's Ringers..... " 75
Brown's Rings..... " 50
Brown's Ringers..... " 90
Champion Ringers.... " 60
Hill's Ringers..... " 70
Hill's Ring, boxes.... " 47
Major Rings..... " 60
Perfect Ringers..... " 95
Wolverine Rings..... " 1 40
Wolverine Ringers.... " 80
Fruit Jar.
White.....per lb.....30c
Key.
Split, round.....per doz. $0 17
Split, square..... " 22
Ball, round..... " 22

RIVETS.

and Burrs.
Copper Belt.....40%
Coppered Iron.....60&10&5%
Tinners'.....60&10%
Hame.....per lb. $0 10
Slotted Clinch per doz 40c@45c
Tubular
Nos 1 and 2 assorted sizes, doz, 45c

RIVET SETS

See Sets.

ROPE.

Cotton.
¼, 5-16 in. Com on reels. .per lb. 11½c
¼, 5-16 in Com. in coils.. " 12 c
¼, 5-16 Imperial in coils.. " 21 c
Sisal
1st Quality.....12 c
Hardware Grade, rates, per lb...10 c
Pure Manila.
1st quality.....per lb. 15½c
Hardware Grade, rates... " 14½c

RULES.

Boxwood.....50&10%
Ivory.....

SASH WEIGHTS.

See Weights.

SAWS.

Back.
Disston's.....25%
Jackson's.....25%
Butchers'.
Disston's.....30%
Circular.
Disston's.....50%
Hiles'.....50&10%
Compass.
Common.....per doz $1 35@1 60
Disston's.....%25
Cross-Cut
Disston's.....45%
Dehorning.
Disston's.....per doz. $5 75
Hack.
Disston's.....25%
Keystone.....30%
Hand and Rip.
Brown's.....30%
Disston's No. 7.....30%
Disston's Nos. 8, D8, 12, 76, 112, D100, and 120 (new list).....25%
Keystone.....30%
Enterprise, hand.....per doz. $5 00
Our Saw, hand..... " 4 00
Our Saw, rip..... " 4 50
Keyhole—Disston's.....25%
Kitchen.
Sterling.....25%
One Man.....50%
Panel
Brown's.....30%
Disston's No. 7.....30%
Disston's No. D100.....25%
Pruning.
Brown's.....25%
Disston's.....25%
Wood
Common.....per doz. $4 50
Clover Leaf..... " 6 00

SAW BUCKS—See Bucks.

SAW SETS—See Sets.

SAW TOOLS—See Tools.

SAW FRAMES.

Common, plain.....per doz. $1 25
Common, painted..... " 1 70

SCALES.

Counter.
Pelouze.....40&10%
Platform.
Osgood.....50%

SCOOPS.

Grain.
½-bu. "Hercules".....per doz. 13 70
1-bu. "Hercules"..... " 15 00

SCRAPERS.

Box.
Triangular.....per doz. $4 00
Cabinet.
Cast Steel.....per doz, 60c@75c
Road.

Cubic ft.	7	5	3
Without run's, ea.	$4.00	3.75	3.50
With runners, ea..	4.25	4.00	3.75

SCREWS.

Bench.

Iron, in.....	1	1½	1¾
	$3.50	4.00	4.75

Wood, white maple...per doz. $3 50
Hand—Wood.....10%
Hand Rail.....80&10%
Jack.....70&10&5%
Lag or Coach—all sizes, gimlet pointed.....75&5%
Saw—Centennial.

Nos..	1	2	3	4	5	6
Per doz.	18c	20c	20c	30c	23c	25c

Wood.
F. H. Bright.....57½&5%
R. H. Blued.....85%
F. H. Jap'd.....82½%
F. H. Brass.....85%
R. H. Brass.....80%
R. H. Nickel Plated.....75-10%

SCYTHES.

Be Ve Be, grass.....per doz. $8 00
Clipper, grass..... " 8 25
Clover Leaf Dutchman. " 7 50
Honest Dutchman..... " 7 50
Be Ve Be..... " 7 50

SHAVING SETS.

Smith & Hemenway.....60%

SETS.

Nail.
Round, common.....per doz. $0 3
Square, common..... " 42
Octagon, common.... " 33
No. 5, square..... " 75
Cup point, knurled... " 75
Rivet.
Farmers'.....per doz. $1 20
Tinners'.....50&10%
Saw.
Aiken's Pattern.....per doz $3 50
Common Lever..... " 1 20
Disston's Monarch.... " 6 50
Disston's X Cut ..... " 12 00
German..... " 1 05
Leach's..... " 80
Nash's Hand..... " 3 15
Nash's X Cut..... " 4 20
Stillman's Lever..... " 1 30
Stillman's X Cut..... " 2 50

SHARPENERS, SKATE.

Diamond.....per doz $1 00
Smith & Hemenway.....20%

SHAVES, SPOKE

Iron.....per doz $1 10@1 85
Wood ..... " 2 75@4 75
Bailey's .....50&5%
Goodell's 15%

SHEARS

Pruning
Buckeye, No. 1.....per doz $5 75
Buckeye, No. 2..... " 7 40
California Pat., 9-in.. " 3 20
Cailfornia Pat., 10-in.. " 4 00
Draw Cut, No. 3..... " 13 75
Draw Cut, No. 4..... " 16 50
Henry's Pat. 0 01 14 012
Per doz.....$1.40 2.10 2.90 2.80
Star.....per doz $4 00
Sheep—No BBA.
Inches..... 6 6½ 7
Reg. Grip.....$11.25 11.50 12.00
Nar. Grip.,doz.... 11.00 11.25 12.25
Tinners'—See Snips.

SHEAVES, SLIDING DOOR.

Common.
Inches..... 3 4 5
Per set..... $0.34 .42 .70
Hatfield's.
Per set..... $0.75 1.00 1.00

SHELLS—See Ammunition.

SHELLERS, CORN.

Union.....per doz. $6 75

SHIELDS.

Expansion Bolt Shields.....50&10%

SHOES.

Conductor.....60&10%

SHOT—See Ammunition.

SHOVELS AND SPADES

Coal.
No 2 Woodford.....per doz. $5 50
No. 182..... " 6 00
Ames' new list . ....Discount, 12½%
Per doz.
Neverbreak, hollow bck, blk. $15 75
National.... " " " 14 75
Buckeye.... " " " 10 00
Mohawk.... " " " 9 00
Drain.
Iwan's Perfection.....50%
Railroad, etc.
Black Diamond.....per doz. $1 50
Crescent..... " 5 75
Keystone..... " 8 75
Star..... " 4 75
Vaterland..... " 9 50
Hollow Back..... " 4 75
Ames, new list .....Discount, 12½%
Snow.
Per doz.....$1.65@$9.00
Alaska Steel.
D Handle.....per doz. $3 50
Long Handle..... " 3 00

SINKS.

Cast Iron.
Painted.....50&10%
Enameled, White.....50&10%
Wrought Steel.
Painted, new list.....40-10&5%

SLEDGES—See Hammers.

SNAPS, HARNESS.

Champion.....33⅓%
German Pattern.....30&5%
Judd's Pattern.....50%

SNATHS.

Double Ring, Bush.....per doz. $6 00
Patent Loop, Bush..... " 5 75
Patent Loop, Grass..... " 5 50

SNIPS, TINNERS'.

Clover Leaf.....40&10%
National.....40&10%

SOLDER—See Metals.

SPRINGS, DOOR.

Perfect.
Nos..... 1 2 3 4
Per doz.....30c 35c 40c 54c
Reliance.
Per doz ... light, $1.25; heavy, $2 50
Star.
Per doz .... light, 90c; heavy, $1 35
Torrey's.....per doz. $1 35
Warner's No..... 11 13
Per doz..... 75c $1 35

SQUARES.

Steel and Iron.....70&10%
(Add for bluing, $2.50 per doz., net.)
Mitre.
Try.
Try and Bevel.
Try and Miter.
Fox's.....per doz. $5 75
Winterbottom's.....70%

SQUEEZERS, LEMON.

Common Wood.....per doz. $0 70
Porcelain Lined, Wood. " 1 25
Boss, malleable iron.... " 1 20
Iron Frame, porc'n bowl " 1 90
Iron Frame, glass bowl . " 2 35
Little Giant, tin'd iron . " 4 00
Drum, japanned..... " 3 60
Drum, nickel plated ... " 4 50

STAPLES

Blind.
Barbed.....per lb . . .9¼@9¾c
Butter Tub..... " ....8 @8½c
Fence—less than carload.
Polished.....per 100 lbs. $2 30
Galvanized..... " 2 60
Netting.
Galvanized.....per 100 lbs. 4 00
Wrought.
Wrought Staples, Hasps and Staples, Hasps, Hooks and Staples, and Hooks and Staples.....80-10&10%
Extra heavy.....75&10%

STEELYARD.

Discount 25%.

STONES.

Axe.
Hindostan.....per lb 5¼@7 c
More Grit..... " 9½c
Washita ..... " 17 c
Emery.....60%@60&5%
Oil—Mounted.
Arkansas Hard.....per doz.$23 00
Arkansas Soft..... " 15 50
Hindostan .....per lb 6¼@6¾
Oil—Unmounted.
Arkansas Hard.....per lb $2 05
Arkansas Soft ..... " 1 10
Lily White..... " 45
Quber Creek..... " 15
Ouachita..... " 38
Washita..... " 26
Sythe.
Black Diamond.....per gro. $8 00
Crescent..... " 4 25
Gem Corundum..... " 7 50
Green Mountain..... " 4 50
La Moille ..... " 7 00
Quinnebog..... " 5 00
Red End ..... " 3 75

STOPS, BENCH.

Hotchkiss'.....per dos. $3 50
Stearns'..... " 4 75

STOPPERS, FLUE.

Common.....per doz. $0 40
Crown..... " 45
Gem, flat, painted..... " 85
Gem, cor'd, decorated.. " 70
Kirch's..... " 90
Perfect..... " 70@85
Skinner's Common Sense " 80

STOVE PIPE—See Pipe.

STOVE BOARDS—See Boards

STOVE POLISH—See Polish.

STRAPS.

Scoop.....per dos prs., $1 85
Skate..... " " 60@70c

STRETCHERS.

Carpet.
Bullard's.....per doz. $3 90
Excelsior..... " 5 25
Malleable Iron..... " 70
Perfection..... " 6 30
King..... " 4 50
Wire.
N. S. Elwood's.....per doz. $6 00
O. S. Elwood's..... " 6 00
Little Giant..... " 5 75
Safety..... " 10 00
Star Lever..... " 6 25
Canton Tackle Block. " 9 50
Warner's ..... " 6 25

SWIVELS.

Malleable Iron.....per lb. $0 70
Wrought Steel.....per gro. 4 50

TACKS.

American Cut.....90&15%
American Wire.....85&20%
Gill Posters Cut.....90&20%
Glued Carpet.....90&10%
Tinned Carpet.....90&10%
Gimp.....90&10%
Upholsters' Cut.....90&20%
Upholsters' Wire.....90&10%
Double Pointed.....90%
Copper.....per lb. 32c
Canvas Nails.....75&5%
Clout Nails.....75&10%
Hungarian Nails.....80%

TAPES, MEASURING.

Asses' Skin.....40&10%
Bend Leather.....20%
Patent Leather.....20%
Lufkin's Steel.....25%
Lufkin's Metallic.....30%

TEE BEVELS—See Bevels.

THERMOMETERS.

Tin Case.....per dos. 80c@$1 25
Wood Back..... " $2.00@12 00
Glass..... " 12 00

TIES.

Bale.
Single Loop.....80&5%
All other kinds.....70%
Cow—See "Chains."

TOOLS, SAW.

Disston's Universal.....40%
Miniature.
Smith & Hemenway.....25%

TRAPS.

Fly.
Ballon.....per doz. $1 25
Harper's..... " 1 35
Game.
Newhouse.....40&10%
New Victor.....70&10%
Mole.
Reddick's.....per doz. $6 00
Mouse and Rat.
Wood Choker ..per doz. holes $0 13
Tin Choker .... " " 75
Delusion.....per doz. 1 15
Marty Rat..... " 6 25
Marty Rat Imitation. " 3 50
Marty Mouse..... " 3 00
Marty Mouse Imitation " 2 00
Hold-em, wire rat.... " 3 75

TROWELS.

Brick.
Clover Leaf.....30%
Brade's.....15&5%
Disston's.....30%
Rose's.....20%
Plasterers'.
Clover Leaf.....40%
Disston's.....25%
W. & McP.....25%

TRUCKS.

Bag.....each, $2 75
Handy..... " 1 85
Warehouse.....50&10%
No..... 1 2 3
Half Ironed..... $3.00 3.85 5.50
Full Ironed..... 3.45 4.50 6.45

TUBS, WASH

Standard, Wood. Ex.
Nos..... 3 2 1 large
Per doz.....$5.00 6.00 7.00 9.50
Dowell.
Per doz..... 5.35 6.35 7.00 9.50
Cedar.
Per doz..... 6.10 7.10 7.90 10.80
Indurated.
Per doz..... 8.55 9.45 10.80 13.50
Galvanized.
No..... 1 2 3
Per doz.....$6.00 6.75 7.75

TWINE.

Per lb.
3-ply Cotton Wrapping ... .25c
4 " " " 25c
" " Extra Wrapping.....27c
4 " " " Hvy. Wrapping 25c
4 " " Wrapping on tubes....27c
3 " " " " cones....25c
4 " " " " " 25c
India Hemp, ¼-lb. balls 19c
" " ½-lb. " 18c
" " ¼-lb. " .....doz. 75c
2-ply Jute, ½-lb. " 14c
3-ply Jute, ½-lb. " 13c
Jute Wrapping, ½-lb. balls.....14c
Jute Wool, 1-lb. balls.....9½c
Seins.
Nos..... 9 12 15
Soft.....per lb 26½ 26 25
Med..... " 26½ 26 25
Hard..... " 27 26½ 26
Staging, ¼-lb. ball, size 21.....26½c
" " " " 24.....26c
" " " " 27.....26c
Bagging " " 23c
3-p y "B" in hanks 18c
4 " "B" " 18c
3 " "A" " 27c
3 " Silver Finish, in hanks...37c
Fodder or Lath.
130 strand.....6½c
200 strand.....—c

VISES.

Phœnix..... .....30%
Phœnix Oval Slide,
Inches..... 2½ 3 3½ 4½
Each..... $1.25 1.50 1.85 2.75
Parker's Parallel..... 20%
Parker's Victor..... 20%
Parker's Swivel Base..... 20%
Parker's Re-inforced 20%
Parker's X Series..... 20%
Parker's Combination 20%
No. 110, Bicycle..... " 31 50
No. 500, Royal..... " 33 50
No. 350, Universal..... " 28 00
No. 300, Novelty..... " 28 00
No. 310, Keystone..... " 28 00
No. 100, Rival..... " 28 50
Solid Box.....40&5%
Adams' Mechanics'.....each 2 50
Williamson's Universal.....60%

WARE.

Stove Hollow Ware.
Plain or Unground.....50%
Ground Ware.....45%
Enameled Ware.....33⅓%
Country Hollow Ware, per 100 lbs. $3 00
White Enameled Ware.
Maslin Kettles.....60&10%
Covered Ware.
Tin'd and Turn'd.....35&10%
Enameled.....45&10%
Glue Pots.
Tinned.... .....25%
Enameled.....30%
Enameled.
Cherry Blossom and Chrysolite..50%

WASH BOARDS—See Boards.

WASHERS.

Standard O G. cast iron . . .per lb. 2½c
Wrought iron in bulk, per lb.:
In. ½ ⅝ ¾ ⅞ 1 1¼ 1½
9c 6½c 5c 4½c 4½c 4½c 3½c
Wrought steel in 5-lb. boxes, per lb.:
In. ½ ⅝ ¾ ⅞ 1 1¼ 1½
10 7c 6c 5½c 5c 5c 4½c

WASHING MACHINES—See Machines.

WEDGES.

Ax.....per doz. $0 20
Galling.....per lb. 10¾
Saw..... " 8½

WEANERS.

Calf.
Fuller's, per doz.....$2 00 to $2 50
Tyler's Safety, per doz 1 85 to 2 40
Carroll's, per doz..... 3 00 to 3 75
Standard, per doz..... 3 00
Hoosier, per doz..... 3 50 to 4 00

WEIGHTS.

Hitching.....per lb. 2½c
Sash—f.o.b Chicago....pr ton, 26 50

WHEEL BARROWS.

Common Railroad.....per doz. $17 00
Heavy Railroad..... " 24 00
Panama Steel Tray.... " 39 00
Klondike Steel Tray.. " 28 00

WHEELS.

Corundum.....70&10&5%
Emery.....75&5%
Well. Inches.. 6 10 12 14
Per doz..... $2.40 3.25 4.00 6.00

WIRE.

Barbed. Painted. Galv'd
Carloads .. per 100 lbs. $2.33 $2.63
Less than car " 2.43 2.73
Brass.
In coils.....20%
In 1-lb. spools, new list.....50%
Broom—Tinned . . . 60&10&10&10%
Cable—Same price as Barbed Wire.
Copper.
In coils.....20&10%33⅓%
1-lb. spools, new list.....50&10%
Fence—Smooth.
Nos. 6 to 9, An'eal'd, pr 100 lbs. $2 30
Nos. 6 to 9, Galv'd.. " 2 60
Hair—New List.....50%
Market.
Bright, full bdles.....70&5%
Bright, broken bdles.....70%
Coppered, full bdles.....70%
Coppered, broken bdles.....65&10%
Tinned, full bdles.....75&5%
Tinned, broken bdles.....65&10%
Picture—In coils . . . . 80% @80&10%
In 5-lb. spools.....per lb.....26c
Plain—Small lots..... $2 10
Car lots..... 2 05
Small spools 5c per 100 higher.

WRENCHES.

Acme Standard.....60%
Alligator No. 1.....85cnet
Always Ready.....50%
Agricultural.....75&5%
Ellis Adjustable.....25%
Malleable "S".....per lb. 08c
Malleable..... " 08c
Stillson Pipe.....70%
Bemis & Call's:
Adjustable S, 40&5%; Adjustable S Pipe, 40&5%; Briggs Pattern, 40%; Combination Bright, 50%
Steel Handle Nut.....50&5%
Combination Black.....50&5%
Merrick Pattern.....50&5%
Double End Adj. S.....40&5%

WRINGERS.

No. 22, Guarantee....per dos, $32 50
No. 110, Guarantee.... " 32 50
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Fixtures—Store
Warren Mfg. Co., J. D., Chicago, Ill

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Youngstown Furn. & Supply Co., Youngstown, O

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Meyer Fdy. & Mfg. Co., South Bend, Ind

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Schoedinger, F. O., Columbus. Ohio
Tanner & Co., Indianapolis, Ind
Wheeling Corrugating Co., Wheeling, W. Va

Roofing Cement
Auld & Conger Co., Cleveland, O
Connors Paint Co., The Wm., Troy, N.Y

Roof Paint
Dixon, Jos. Crucible Co., Jersey City, N.J

Rules
Lufkin Rule Co., Saginaw, Mich

Sash Balances
Pullman Mfg. Co., Rochester, N.Y

Sausage Stuffers
Enterprise Mfg. Co. of Pa. Philadelphia, Pa

Saw Sets and Saws
Disston, Henry & Sons, Philadelphia, Pa
Smith & Hemenway Co., New York, N.Y

Scales
Osgood Scale Co., Binghamton, N. Y

Schools—For Sheet Metal Pattern Drafting
Gray's School, New York, N. Y

Screens—Perforated Metal
Harrington & King Perforating Co., Chicago, Ill

Screen Door Checks
Pullman Mfg. Co., Rochester, N. Y

Screws
Columbus Bolt Works, Columbus, O

Screw Drivers
North Bros. Mfg. Co., Philadelphia, Pa

Shears
Bertsch & Co., Cambridge City, Ind
Robinson, Mfg Co., J. M., Cincinnati, O
Wagner, C. DeWitt, Cedar Rapids, Ia

Sheets—Black and Galvanized
American Sheet & Tin Plate Co. Pittsburgh, Pa
Berger Mfg. Co., Canton, O
Griffiths Charcoal Iron Mills, Washington, Pa
Inland Steel Co., Chicago, Ill
Tanner & Co., Indianapolis, Ind
Wheeling Corrugat'g Co., Wheeling, W. Va

Sheets—Planished
American Sheet & Tin Plate Co., Pittsburgh, Pa
Follansbee Bros., Pittsburg, Pa
Griffiths Charcoal Iron Mills, Washington, Pa
Inland Steel Co., Chicago, Ill
Tanner & Co., Indianapolis, Ind
Ward-Dickey Steel Co., Indiana Harbor. Ind

Sheets—Steel
American Sheet & Tin Plate Co., Pittsburgh, Pa
American Steel & Wire Co., Chicago, Ill
Follansbee Bros. Co., Pittsburgh, Pa
Griffiths Charcoal Iron Mills, Washington, Pa
Inland Steel Co., Chicago, Ill
Tanner & Co. Indianapolis, Ind

Sheet Metal Ornaments
Berger Mfg. Co., Canton, O
Foster & Sons Co., Wm. Springfield, Ill
Friedley-Voshardt Co., Chicago, Ill
Gerock Bros. Mfg. Co., St. Louis, Mo
Keighley Metal Ceiling Co., Pittsburg, Pa
La Crosse Steel Roofing and Corrugating Co., La Crosse, Wis
Milwaukee Corrugating Co., Milwaukee, Wis
Mullins Co., The W. H. Salem, O
Schoedinger, F. O., Columbus, O

Shelf Boxes
Green & Co., A. H., New York. N. Y
Heller & Co., W. B. Montpelier O

Shelving
Heller & Co., W. B. Montpelier, O
Warren Mfg. Co., J. D., Chicago, Ill

Shovels
Avery Stamping Co. Cleveland, O

Siding
Milwaukee Corrugating Co., Milwaukee, Wis

Sifters
Stuber & Kuck, Peoria, Ill.

Skylights
Berger Mfg. Co., Canton. O
Burt Mfg. Co., Akron, Ohio
Burton W. J. Co., Detroit, Mich
Canton Art Metal Co., Canton, O
Eller Mfg. Co. Canton, O
Milwaukee Corrugating Co., Milwaukee, Wis
Mullins Co., W. H. The Salem, O
Powers & Williams. Streator, Ill

Skylight Bearing
Weiss, H. & Co., New York, N.Y

Slate Roofing
Auld & Conger Co., Cleveland. O

Slating Nails
Hussey & Co., C. G., Pittsburg, Pa

Soldering Fluxes
Ruby Chemical Co., Johnston. Ohio

Soldering Irons
McMurtry & Co., Jas. E. Chicago, Ill

Squares, Machinists'
Disston, Henry & Sons, Philadelphia. Pa

Stampings—Sheet Metal
Avery Stamping Co., Cleveland. O

Statuary
Gerock Bros. Mfg. Co., St. Louis, Mo

Steel
American Steel & Wire Co., Chicago, Ill

Store Fixtures
Heller & Co., W. B. Montpelier, O

Stoves and Ranges
Albany Foundry Co., Albany, N. Y
Clark & Co., Geo. M. Chicago, Ill
Germer Stove Co., Erie, Pa
Mt. Penn Stove Works, Reading, Pa
Odin Stove Mfg. Co., Erie, Pa
Quality Stove & Range Co., Belleville, Ill
Ringen Stove Co., St. Louis, Mo
Sheridan Stove Co., Quincy, Ill
Sill Stove Works. Rochester, N. Y
Standard Lighting Co., Cleveland, O
Stove & Range Co. of Pittsburgh, Pittsburgh, Pa.
Willard, Wm. G. St. Louis, Mo

Stove Mats
Stuber & Kuck, Peoria, Ill

Stove Patterns
Cleveland Castings Pattern Co., Cleveland, O
Cope Pattern, Geo. W. Wks., Detroit, Mich
Quincy Pattern Co., Quincy, Ill
Vedder Pattern Works, Troy, N.Y
Weller Pattern Co. Quincy, Ill

Stove Pipe
Hemp & Co., St. Louis, Mo

Stove Pipe Thimbles
Stuber & Kuck, Peoria, Ill

Stove Polish
Brauer Supply Co., A. G. St. Louis, Mo
Nickel Plate Stove Polish Co., Chicago, Ill

Stove Putty
Connors Paint Mfg. Co., Wm., St. Louis, Mo
Dixon, Jos. Crucible Co., Jersey City, N. J

Stove Repairs
Brauer, A. G., Supply Co., St. Louis, Mo

Stove Trimmings
Advance Radiator Co., Syracuse, Ind

Sugar Kettles
Sperry, D. R. Co. Batavia Ill

Supplies—Foundry
Obermayer Co., S., Cincinnati, O

Supplies—Stove Dealers'
Brauer, A. G., Supply Co., St. Louis, Mo

Tapes
Lufkin Rule Co., Saginaw, Mich

Technologist
Hooper, C. H. Dubuque, Iowa

Thermometers—Oven
Evans Stamping & Plating Co., Taunton, Mass

Tin—Perforated
Harrington & King Perforating Co. Chicago, Ill

Tinners' Furnaces
Bernz, Otto Newark, N. J
Clayton & Lambert Mfg. Co., Detroit, Mich
Meyer Fdy. & Mfg. Co., South Bend, Ind

Tinners' Tools
Armstrong, Blum Mfg. Co., Chicago, Ill
Auld & Conger Co., Cleveland, O
Berger Bros. Co., Philadelphia, Pa
Bertsch & Co., Cambridge, Mass
Blumer-Doscher Mfg. Co., Brooklyn, N.Y
Dries & Krump Mfg. Co., Chicago, Ill
Lufkin Rule Co., Saginaw Mich
McMurtry & Co., Jas. E. Chicago, Ill
Niagara Machine & Tool Works, Buffalo, N. Y
Robinson Mfg. Co., J. M., Cincinnati, O
Wagner, C. DeWitt, Cedar Rapids, Ia
Weiss & Co., H., New York, N. Y

Tinplate
American Sheet & Tin Plate Co., Pittsburg, Pa
Eller Mfg. Co. Canton, O
Follansbee Bros. Co., Pittsburgh, Pa
Merchant & Evans Co., Philadelphia, Pa
Wheeling Corrugating Co., Wheeling, W. Va

Tinware
New England Enameling Co., New York, N. Y

Tinware Trimmings
Berger Bros. Co., Philadelphia.

Tools, Etc.
North Bros. Mfg. Co., Philadelphia, Pa
Parker Co., Chas. The Meriden, Conn., New York, N. Y
Simmons Hdw. Co., St. Louis, Mo
Stanley Rule & Level Co., New Britain, Conn

Tools—See Carpenters' Tools

Tools—Linemen's
Smith & Hemenway, New York, N.Y

Trowels
Avery Stamping Co., Cleveland, O
Disston, H. & Sons, Inc., Philadelphia, Pa
Griffin Mfg. Co., Erie, Pa

Tubs—Wash
Standard Stamping Co., St. Louis, Mo

Tubing—Heavy Tin
Dieckmann, Ferdinand, Cincinnati, O

Ventilators
Berger Mfg. Co., Canton, Ohio
Burt Mfg. Co., Akron, O
Canton Art Metal Co., Canton, O
Canton Mfg. Co., Canton, O
Eller Mfg. Co., Canton, O
Friedly & Voshardt. Chicago, Ill
Globe Ventilator Co., Troy, N. Y
Iwan Mfg. Co., South Bend, Ind
Merchant & Evans Co., Philadelphia, Pa
Milwaukee Corrugating Co., Milwaukee, Wis
Powers & Williams, Streator Ill
Pullman Mfg. Co., Rochester, N. Y

Wagons
Sycamore Wagon Wks., Sycamore, Ill

Washers
Columbus Bolt Works., Columbus, O

Washing Machines
Knoll, Jas. H. Reading, Pa
Rotary Washing Machine Co., St. Louis, Mo
White Lily Mfg. Co., Davenport, Ia

Wire
American Steel & Wire Co., Chicago Ill
National Wire Cloth Co., Niles, Mich

Wire Goods
Bromwell Brush & Wire Goods Co., Cincinnati, O
Deming Wire & Fence Co., Cedar Rapids Ia
National Wire Cloth Co., Niles, Mich
Pittsburgh Steel Co., Pittsburgh, Pa

Wants and Sales

For Paid Yearly subscribers THE AMERICAN ARTISAN will insert under this head advertisements of six lines WITHOUT CHARGE for employers wishing to secure employes, persons seeking situations, parties desiring to purchase a business, business for sale, partners wanted, to exchange, etc. Those who respond to these announcements will please mention that they "READ THE ADVERTISEMENT IN THE AMERICAN ARTISAN."

BUSINESS CHANCES.

PATENTS OFFICIAL copy "PATENT LAWS" United States sent on receipt ten cents stamps.
HUBERT E. PECK, Patent Attorney, 629 F Street, Washington, D. C.

For Sale—Sheet metal furnace business in Denver, the most rapidly growing city in the United States to-day. Established two years; good trade; can be increased at will. Complete set of tools, some stock at less than invoice and good will. Owner not a tinner, has other business: fine chance for practical man. Address C. Snider, 1741 Humboldt St., Denver, Colorado. 16-3t

For Sale—Motorcycle in good running order. Cheap for cash. For particulars write D. A. Marcy, Shiocton, Wisconsin. 15-3t

For Sale—$6,000 stock of general hardware in one of the best county seat towns in southern Kansas. 9,000 inhabitants, natural gas and interurban railway. No implements. Address P-69, care THE AMERICAN ARTISAN, 355 Dearborn St., Chicago. 15-3t

For Sale—My finely located hardware store in Chicago. All good clean stock and fine fixtures. Doing a good business. Value of stock and fixtures, $16,300; will sacrifice for $14,000, as I must have outside employment. Address P-71, care THE AMERICAN ARTISAN, 355 Dearborn St., Chicago. 15-3t

For Exchange—I have a two-story frame building in Danville, Illinois, lower room rented for grocery, $12.50 month, 4 good living rooms up-stairs, rents for $8 month, price $4,000, mortgage of $1,000. Property located only short distance from the Soldiers' Home. Corner lot. Want a $3,000 stock of hardware for it. Address John W. Akins, Toledo, Illinois. 15-3t

In great need of a hardware and furniture store. Greatest shipping point of fruits and vegetables between Chicago and New Orleans. Address Williams New Opera House, Cobden, Illinois. 15-3t

For Sale—Stock of hardware, stoves, tin shop and tools, mixed paints, barb wire, woven wire fence, pumps, and pipe fittings. The only stock of the kind in town. Good opening for party wishing to go in business. Stock about $2,500 and may be increased profitably or can add either harness, furniture or farm implements as there is a chance to do good business. Building rent cheap, near depot, in the dairy and farming section of Illinois where crops never fail. Trade mostly cash. Address P-62, care THE AMERICAN ARTISAN, 355 Dearborn St., Chicago. 14-3t

For Sale—New stock of hardware, stoves, tinware and tinners tools in a live town in northern Illinois. Population about 20,000. Stock will invoice about $1,800. Will consider a cash deal only. Address P-60, care THE AMERICAN ARTISAN, 355 Dearborn St., Chicago. 14-3t

For Sale—1 Westphall Screw Case, holds 118 gross screws, price $15; 1 Westphall Bolt Case, has 113 compartments, this includes 7-16 bolts, price $25. These cases are all iron with glass fronts for screw case and are in good shape. Address Hager Bros. Co., Ft. Atkinson, Wisconsin. 14-3t

For Sale—One Belding gun shell loading machine with attachment for 10 ga., 12 ga. and 16 ga. shells; one 10 ga. Diamond Bench closer; one 12 ga. Diamond Bench closer; one 16 ga. Common Bench closer; one Dietz searchlight 1½-inch wick, 16-inch reflector. All these articles are in good condition. Address Grebe Hardware and Harness Mfg. Co., Barrington, Illinois. 14-3t

For Sale—A complete tinshop, including tools and stock in a town of 800. Cheap. No tinner within 15 miles either direction. Good reason for selling. Address "Tinner," Dorchester, Wisconsin. 14-3t

TINNER'S TOOLS.

For Sale—1 eight-foot Robinson cornice brake; 1 eight-foot Ohl power shear cut 16 gauge; 1 five-horse D. C. 1,150 R. P. M. Fairbanks Morse & Co. motor; all in first-class condition. Address K. A. Wetzler, 542 S. Jackson St., Janesville, Wisconsin. 14-3t

HELP WANTED.

Wanted, Manager—For hardware store at Corson, South Dakota. For particulars address O. E. Foske, Corson, South Dakota, or O. L. Larson, Sioux Falls, South Dakota. 16-3t

Wanted—We have a good position to offer a good reliable tinner. No plumbing or well work. Want a man willing to help in store some. Address Sargent Hardware Co., Monticello, Indiana.

Wanted — First-class tinner. Steady work. Must be sober man and mechanic. Address H. P. Fulton, Marshall, Minnesota. 16-3t

Wanted, At Once—Man that can do ordinary tinsmithing and pump and pipe work; also clerk in hardware store, set up farm machinery, etc. Address, stating wages, McIntosh Hardware Co., Kalispell, Montana. 16-3t

Wanted—General hardware salesman. State salary and experience. Give references. Address Hoernel Hardware Co., 311 6th St., Racine, Wisconsin. 15-3t

Wanted, Tinner—Must be strictly first-class tinner and plumber. Eastern Nebraska town. Will pay from $60 to $80 per month year around for one man. Give wages wanted, nationality and references in first letter. Address P-70, care THE AMERICAN ARTISAN, 355 Dearborn St., Chicago. 15-3t

Tinner Wanted—Must be strictly sober and reliable and able to do first-class job on steel ceilings, furnaces and all kinds of tin and sheet iron work. Would like to have one to take care of shop and outside work. German preferred. Address H. Reinsdorf, care of Western Hardware Co., Kenosha, Wisconsin. 15-3t

Wanted, Tinner—And all around man for country shop and hardware store. Steady job and good wages. Address P. & R. W. Pleasants, Birmingham, Iowa. 15-3t

Wanted, Tinner—To do roofing, spouting and general repair work. Address J. D. Berger, Albion, Indiana. 15-3t

Wanted, Tinner and Helper—To work on creamery and dairy tinware, one with one or two years' experience. Address E. Taege, 450 Illinois St., Chicago. 15-3t

Wanted, Tinners—Men with factory experience at making pieced tinware, wash boilers, etc. State age, salary wanted and where you have been employed. Address Superintendent, Flat 3, 183 14th St., Milwaukee, Wisconsin. 15-3t

Tinner Wanted—Young man as tinner and to clerk part of time, in town of 1,000. State experience and wages in first letter. Address H. F. Dallman, Clinton, Wisconsin. 14-3t

Wanted Good Tinner—Who understands ceiling, furnace and general job work. Not under 45 years of age and capable of doing all kinds of shop work. Ten hours per day. None but good workman need apply. State wages. Address P-64, care THE AMERICAN ARTISAN, 355 Dearborn St., Chicago. 14-3t

Wanted—Good cornice and skylight man at once. Address P-66, care THE AMERICAN ARTISAN, 355 Dearborn St., Chicago. 14-3t

Wanted—General hardware traveling salesman. State salary and experience. Give references. Address P-68, care THE AMERICAN ARTISAN, 355 Dearborn St., Chicago. 14-3t

Wanted, Tinner—Good man for tinning and plumbing shop. To such can give steady job. Address Box 349, Watseka, Illin 14-3t

Wanted, Tinner—Must be an all around man, sober and a hustler. References required. Good steady job for the right man. Address Charles E. Prentice, 15 First South St., Champaign, Illinois. 14-3t

SITUATIONS WANTED.

Wanted—By experienced salesman, a good line, either salary or commission. Familiar with sheet metal line and specialties. Address W. P. Fisher, 726 LeClaire St., Davenport, Iowa. 16-3t

Wanted, Position — As manager of hardware store. Ten years' experience. Can furnish best of bank and store reference. Address P-73, care The AMERICAN ARTISAN, 355 Dearborn St., Chicago. 16-3t

Situation Wanted—By competent all around tinner in small city or county seat. Am married man, sober, reliable and steady. State wages and conditions in first letter. Address F. E. W., R. F. D. 6, box 50A, Freeport, Illinois. 16-3t

Situation Wanted — By tinner and plumber competent to take charge of shop. Would prefer West or Middle West. Address P-72, care THE AMERICAN ARTISAN, 355 Dearborn St., Chicago. 15-3t

Position Wanted—By first-class tinner, plumber, steam and hot water fitter. Twelve years' experience in city and country. Address William Meyers, 191 6th St., Milwaukee, Wisconsin. 15-3t

Situation Wanted—By young man with six years' experience in tinning, plumbing and heating. Iowa preferred. Am strictly sober. Address Standish Creamery, Standish, Michigan. 14-1t

Wanted Position—By April 11, by good tinsmith and pipe fitter. Am good all-around mechanic, am at present clerking and doing tin work in hardware store. Will go anywhere. A-1 references. Address C. J. Clarkson, Philo, Illinois. 14-3t

Situation Wanted—As hardware clerk by strictly temperate young man aged 23. Six years' experience. Can furnish best references. Ambitious, hard worker, with ability to sell goods and make friends. Address P-65, care THE AMERICAN ARTISAN, 355 Dearborn St., Chicago. 14-3t

Situation Wanted—By plumber, experienced in plumbing, gas fitting, steam and hot water heating. Address G. H. F., 330 Lynn Ave., Baraboo, Wisconsin. 14-3t

Situation Wanted—As clerk in hardware store. Can also do roofing, spouting and repairing. Married man, no boozer, want steady job. Prefer Oklahoma or Kansas. Address D. W. Housley, Fairview, Oklahoma. 14-3t

Situation Wanted—By hardware man with nine years' experience. Speaks German and English, age 24 years. Can trim windows. No bad habits. Can give good references. Address P-67, care THE AMERICAN ARTISAN, 355 Dearborn St., Chicago. 14-3t

Situation Wanted—Heating engineer or manager familiar with range department. Experienced in plumbing, modern hot water and warm air heating systems, with knowledge of manufacturing and selling. Ability to produce results. Seeks connection with reliable firm in large city. Would consider financial investment. Address P-63, care THE AMERICAN ARTISAN, 355 Dearborn St., Chicago. 14-3t

Situation Wanted—By young man with nine years' experience in the sheet metal and cornice business. Can do drafting and pattern cutting. State wages and full particulars in first letter. Address P-59, care THE AMERICAN ARTISAN, 355 Dearborn St., Chicago. 14-3t

SPECIAL NOTICES.

HARDWARE WANTED.

Wanted in exchange for good improved farm, stock of hardware, or hardware and implements. Be sure to state what the stock invoices and give value of any real estate that is to be included with the stock. Address Hardware, care THE AMERICAN ARTISAN, 355 Dearborn street, Chicago. 16-3t

FOR SALE

Two No. 7 Humphreys Instantaneous Water Heaters for gasolene. Nickel plated, brand new, boxed in good shape with all pipes complete. Will trade for anything, or sell. Price for both, $20.00. Write if interested in a bargain. Loyd Hardware Company, Pittsfield, Illinois. 16-1t

A FINE LETTER TO BURT

The Yale & Towne Mfg. Co., Stamford Conn., one of the largest and best known manufacturers of locks and hardware in the world, write under date of February 18, 1908.

"We have to advise that the Burt Ventilators placed on a recent addition to our buildings, have given excellent satisfaction.

Very truly yours,
YALE & TOWNE MFG. CO.,
(Signed) H. J. Lamborn, Superintendent.

BURT COMBINATION SKYLIGHT VENTILATORS

may be found on a large majority of the most important constructions in the country. Their design is in accord with the latest ideas of the most progressive ventilating and mechanical engineers. Their construction is as thorough and honest as a modern factory and skilled mechanics can make them.

Send for our new 96-page catalogue giving fine illustrations of Mills, Shops, Factories and Residences where Burt Ventilators are in successful use.

THE BURT MFG. CO., - - 650 Main St., Akron, Ohio

Largest Manufacturers of Oil Filters and Exhaust Heads in the World.

GEO. W. REED & CO., Montreal, Sole Manufacturers of "Burt" Ventilators for Canada

Glass Top Burt Ventilators are also made up to and including the 72-inch size.
Notice Sliding Sleeve Damper. (Patented)

SPECIAL NOTICES.

WANTED

Live, up-to-date salesman for Wisconsin and Minnesota. State age, experience and salary wanted. Address W-6, care THE AMERICAN ARTISAN, 355 Dearborn street, Chicago.

WANTED

Salesman to sell a modern, **up-to-date line of Stoves, Ranges and Furnaces** in the State of Iowa. A splendid opportunity for a man who is capable of building up a trade and holding it. Address Iowa, care THE AMERICAN ARTISAN, 355 Dearborn Street, Chicago, Ill. 15-ufn

WANTED

Stove salesman for an A1 up-to-date line of **Stoves, Ranges and Furnaces** on commission (to be used as a side line), in North Dakota and Nebraska. A splendid opportunity for parties now calling on trade that now handle these commodities. Address W-4, care THE AMERICAN ARTISAN, 355 Dearborn St., Chicago, Ill. 15-ufn

A GOOD CHANCE

For a first-class plumber, steam and hot water fitter to go in business for himself. An honest, first-class workman can do well here. Best references. This is not a fake. For particulars, address B-100, care THE AMERICAN ARTISAN, 355 Dearborn St., Chicago. 13

For Sale

A new stock of Hardware, Tinware and Tinners' tools in a live town in Northern Illinois. Population about 20,000. Stock will invoice about $1600. Cash deal only considered. Will discount for cash. Address W-2, care THE AMERICAN ARTISAN, 355 Dearborn Street, Chicago. 14-3t

Stove Patterns for Sale

Complete patterns for Oak-Air-tight and Smoke Consumers — also stove pipe radiators. Full line of sizes. Will sell cheap. Champion Steel Range Company, Cleveland, Ohio.

SALESMEN

WANTED—To sell the best Combination Can Opener, Knife and Shear Sharpener on the market. Sells on sight. Can be carried as side line. Sample mailed for 25 cents Terms to dealers. Address Atlas Stamping and Plating Works, 88 West Jackson Boulevard, Chicago, Illinois. 1-13t

SALESMEN

covering the hardware and sheet metal trade can earn liberal commission by soliciting subscriptions to THE AMERICAN ARTISAN as a side line. Write for agents' terms. THE AMERICAN ARTISAN, 355 Dearborn St., Chicago.

WANTED

Mounting shop foreman in stove foundry near Chicago. Must be A1 and up-to-date. Address with experience, references and salary expected, W-1, care THE AMERICAN ARTISAN, 355 Dearborn Street, Chicago. 14-

FOR SALE

One of the best Implement, Hardware and Seed stores in Indiana. Annual sales $125,000.00. Reason for selling poor health. Address Indiana, care THE AMERICAN ARTISAN, 355 Dearborn Street, Chicago. 14-4t

Subscription Solicitors Wanted

WANTED—Agents to solicit subscriptions to the THE AMERICAN ARTISAN in every state in the Union. Can be handled as a side line by agents who sell stoves and sheet metal wares. Write for agent's terms and state what territory you can cover.

SUBSCRIBERS who can spare a few hours a week can make money on the side by soliciting subscriptions in their vicinity or among their fellow workers. Write for particulars.

SAMPLE COPIES FREE UPON REQUEST

THE AMERICAN ARTISAN
355 Dearborn St., Chicago

For Sale

A clean and up-to-date stock, consisting of hardware, stoves, ranges, harness, paints and oils and tin shop in connection. Stock will invoice about $4,000.00, yearly sales $15,000.00. This is a rare opportunity for someone wishing to enter hardware business to take up an established business with little competition in town of 500, surrounded by the best farming land in Central Illinois. We also wish to sell our store buildings. For additional information address W-3, care THE AMERICAN ARTISAN, 355 Dearborn Street, Chicago. 14-ufn.

Are You Looking for a Business Opening?

I know of a few splendid locations for new retail stores—and I know something about a retail line that will pay large profits on a comparatively small investment. Write me to-day for full particulars. Edward B. Moon, 13 W. Randolph St,, Chicago

"The sun never sets on America's possessions" —neither should it be necessary to light a candle to see *your* trade mark.

"THE AMERICAN ARTISAN"

is, as its name implies, cosmopolitan. It touches Maine. It reaches Alaska. Let it carry your name along with it.

DIXON'S PIPE-JOINT COMPOUND

for all screw and flange connections. Makes thoroughly tight joints, but allows the joints to be unmade at any time without damage to tools or fittings. Write for free sample.

JOSEPH DIXON CRUCIBLE CO., Jersey City, N. J.

A Book of Value

THE AMERICAN ARTISAN ADVERTISING MANUAL

is a book of inestimable value to the retailer and should have a place in every store.

"That's What They All Say"

Read for yourself the opinions expressed by competent judges as to its value to retailers:

From "DOMESTIC ENGINEERING," Chicago

"The book is of undoubted worth as an aid to the retail merchant in preparing that desirable but illusive style of advertising copy known as "printed persuasion."

From "NATIONAL HARNESS REVIEW," Chicago.

"Its pages teem with salient points concerning texts, typographical displays and other essentials which go into the make-up of a business getting announcement."

From "PRESTO," Chicago.

"It would be impossible to estimate the value of the book to hardware merchants."

From "TRADE," Detroit, Mich.

"This book is thoroughly practical."

From "THE BUFFALO EXPRESS," Buffalo, N. Y.

"It contains many reproductions of successful advertisements."

From "THE WEEKLY IMPLEMENT TRADE JOURNAL," Kansas City, Mo.

"It is a reproduction of the retailers advertisements and criticisms of same."

From "FARM IMPLEMENT NEWS," Chicago.

"It is a compilation of all kinds of display advertisements as they actually appeared in different newspapers."

From "THE HOUSE FURNISHING REVIEW," New York.

"This book is useful to the ad man."

From F. R. SWITZER CO., "SUCCESSFUL ADVERTISING," Utica, N. Y.

"We have glanced through THE AMERICAN ARTISAN ADVERTISING MANUAL, and it certainly ought to be of considerable interest to the retail hardware trade, and we think you deserve considerable credit for the undertaking."

From "THE THRESHERMEN'S REVIEW," St. Joseph, Mich.

"A very effective monitor of retail advertising." "It should be a very valuable book for the dealer who wants newest ideas and best methods of expression in ad writing."

From "HARDWARE," New York.

"The book is a practical help for hardware dealers."

From "STOVES AND HARDWARE REPORTER," St. Louis, Mo.

"A fund of information on the subject of advertising calculated to enable the retail dealers to obtain the best results from newspaper advertising."

From "THE METAL WORKER," New York.

"THE ADVERTISING MANUAL will be found of assistance to stove dealers, sheet metal workers, plumbers, hardware men and all who seek to extend their business by advertising."

From "THE TRADESMEN," Chattanooga, Tenn.

"If the average hardware or stove dealer, to whom this book should prove of especial benefit, had some assistance in the preparation of his advertising copy, he would be able to prepare advertisements at all times that would be of the business getting kind."

Improve your advertising, Mr. Dealer. THE AMERICAN ARTISAN ADVERTISING MANUAL will aid you. Secure a copy to-day.

The book retails at $3.50, and it can be obtained from your bookseller or from

DANIEL STERN

PUBLISHER

355 Dearborn Street, Chicago

THE HARRINGTON AND KING-PERFORATING CO.

PERFORATED METALS
OF EVERY DESCRIPTION AND FOR ALL PURPOSES
FOR SCREENS OF ALL KINDS

No. 212 NORTH UNION STREET, CHICAGO, ILL.
New York Office, 114 Liberty Street.

THE RIGHT KIND
of Oven Thermometer is

THE "ACME"

THE "ACME"

MADE BY EVANS STAMPING AND PLATING COMPANY TAUNTON, MASS.
Western Agent, C. H. MATTHEWS, Detroit, Mich.

MICA

STOVE POLISH

A. G. Brauer Supply Co
316-318 N. THIRD ST.
ST. LOUIS, MISSOURI.

FURNACE REPAIRS

CHIMNEY TOPS

SPERRY'S CALDRONS

Twelve sizes always in stock.

Full measure, guaranteed perfect, original patterns, with metal distributed where it is needed. Many Caldrons are made from our casting as patterns. They are inferior to originals, as they have light bottoms and heavy sides and hold less.

D. R. SPERRY & CO. HOLLOW-WARE FOUNDERS Batavia, Ill.

PEERLESS ENAMEL

ASK YOUR JOBBER

GLOSS BLACK FOR STOVE PIPES AND ALL IRON WORK

ALUMINUM FOR RADIATORS PIPES, ETC.

WRITE FOR SAMPLE

NICKEL PLATE STOVE POLISH CO., MFRS.
CHICAGO

We have been manufacturing
"Everything you need in your foundry"
Since 1874
Get our 400 page catalog No. 40A
The S. Obermayer Co.
CINCINNATI
CHICAGO
PITTSBURGH

QUINCY PATTERN CO
IRON & WOOD
STOVE PATTERNS
QUINCY, ILL.

PATTERNS
For Stoves and Heaters
First-Class in Wood and Iron
Vedder Pattern Works, Troy, N.Y.
Established 1835

PATTERNS
For Stoves and Heaters
The Cleveland Castings Pattern Co.
CLEVELAND, OHIO

WELLER PATTERN CO.
DESIGNS and ESTIMATES FURNISHED FOR ALL KINDS OF STOVE PATTERNS
QUINCY, ILL.

THE GEO. W. COPE STOVE PATTERN WORKS
Car. Brush and Woodbridge Streets
DETROIT MICHIGAN

The human mind is so constructed that it is appreciably affected by repetition—and, after all, advertising is only repetition.—*Truman A. DeWeese.*

Two Hand Made Roofing Plates of High Standard

BERGER'S

TOP NOTCHER
40 lb. Coating.

TUSCORA
25 lb. Coating.

Two Points of Importance in their Manufacture

1 **Base:** Extra Soft Open Hearth

2 **Coating Process:** Through Palm Oil, Flux and Finish

Weight of Coating on Every Sheet

We also furnish Open Hearth Steel Base Plates in all other weights of coating; Charcoal Base Plates; Bright Charcoals; Bright Cokes including furnace pipe sizes.

GET OUR PRICES. WRITE TODAY.

Ask us also for prices on Roofing, Siding, Ceilings, Eave Trough, Pipes, Sheets, Etc.

THE BERGER MFG. CO.
CANTON, OHIO.

Branches:—NEW YORK, PHILADELPHIA, BOSTON, CHICAGO, ST. LOUIS, MINNEAPOLIS, SAN FRANCISCO, ATLANTA.

APOLLO GALVANIZED SHEET STEEL
AMERICAN BESSEMER SHEET STEEL
BLUE ANNEALED SHEET STEEL

TRY US

PRICES LOW ASSORTMENT COMPLETE

THE BASSETT-PRESLEY CO.
CLEVELAND, OHIO

GRIFFITHS GENUINE CHARCOAL IRON ROOFING PLATES
GRIFFITHS GENUINE GALVANIZED SHEETS

KNOBBLING FIRE

The same base material that was made thirty years ago. Nothing but Charcoal Iron rolled into Tin Plate and Sheet Iron at the

GRIFFITHS CHARCOAL IRON MILLS

Knobbling fires, hammers, bar mill and finishing mills at

WASHINGTON, PA.

INLAND
OPEN HEARTH
SHEET STEEL
SOFT AND EASY WORKING

GALVANIZED Perfectly Coated—will not peel.
BLACK Blue Annealed and Box Annealed.
ROOFING Painted and Galvanized—all kinds.
SEND FOR CATALOGUE
INLAND STEEL COMPANY ∴ CHICAGO

QUALITY AND SERVICE
are paramount in the manufacture and sale of

AMERICAN SHEET & TIN PLATE CO. APOLLO BEST BLOOM TRADE MARK REGISTERED
PITTSBURGH

APOLLO BEST BLOOM
Galvanized Sheets

They are the dependable kind when it comes to the testing period—whether in the shop or on the building. They are uniform throughout, even in gauge, bend without breaking, and work well. Merit alone has made Apollo the standard of all galvanized sheets. Important jobbers everywhere sell them. Our Weight Card giving sizes, gauges and weights of galvanized sheets is free for the asking.

American Sheet and Tin Plate Company,
FRICK BUILDING, PITTSBURGH, PA.

Gerock Bros. Mfg. Co.

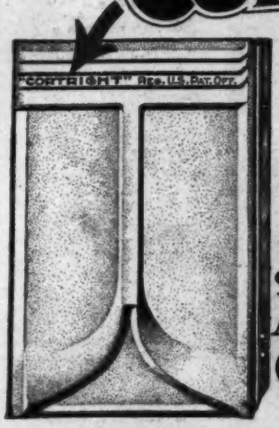
Sheet Metal Ornaments and Statuary

Detail Work a Specialty

Ask for Catalogue

1227 Manchester Ave.
ST. LOUIS, MO.

"CORTRIGHT"



REG. U.S. PAT. OFF.

STAMPED ON ALL THAT ARE GENUINE

Don't Forget That

if you want to make money laying them. You don't see how that is going to help, do you? Probably not, but if you ever lay a CORTRIGHT SHINGLE roof, and then one that is claimed to be "just as good and a little cheaper," you'll see how it helps.

The situation is like this—A great many tinners are handling CORTRIGHT METAL SHINGLES and making money laying them—getting business where a plain tin roof wouldn't be considered.

Then come along parties with shingles that look something like CORTRIGHT at first glance and they offer, as an inducement, to sell them a little cheaper. In some cases they sold them as real CORTRIGHT SHINGLES where they thought the tinners wouldn't notice it.

Then all kinds of trouble commences. They don't fit, and they're hard to handle on account of the poor workmanship, and they don't last like CORTRIGHT. So to protect you we stamp on every shingle,

"Cortright" Reg. U. S. Pat. Off.

See that it is on the shingles you buy to avoid trouble; make your profits large, and your work easy.

CORTRIGHT METAL ROOFING CO., Philadelphia and Chicago

"TITELOCK" TRADE MARK

METAL SHINGLES

"THESE SHINGLES BEAT ANY OTHER CONSTRUCTION I HAVE EVER SEEN!"

"TITELOCK" TRADE MARK

PAINTED TIN SHINGLES ARE SUPERIOR TO WOOD
GALVANIZED SHINGLES ARE SUPERIOR TO SLATE
COPPER SHINGLES ARE SUPERIOR TO TILE

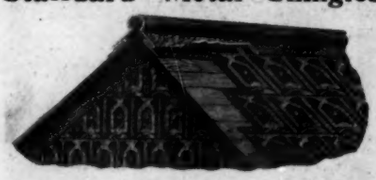
MILWAUKEE CORRUGATING CO.

MILWAUKEE, WIS. CHICAGO, 89 EAST LAKE ST. KANSAS CITY, MO.

SEND FOR SAMPLES AND BOOKLET

LIGHTNING FIRE AND WATER PROOF

Standard Metal Shingles



Made with Metal and Glass Tops and with and without **Automatic** closing device.

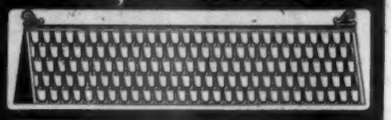
THE CANTON MFG. CO.
CANTON, OHIO

Makers of Cornice, Skylights, Metal Ceilings, Eaves Trough, Conductor Pipe, etc.

THE CANTON VENTILATOR

WALTERS'

Shingles that last



Made from Galvanized Tin and Painted Tin
Storm, Rust and Fire Proof

Do you want to increase your business? **This is your opportunity.** Write for catalogue, samples and prices.

National Sheet Metal Roofing Co.
JERSEY CITY, N. J.

THE AMERICAN ARTISAN.

Gentlemen: Please discontinue my ad. I have sold the stock and die. The first issue did the business. Yours truly. E. J. KETCHUM. West Duluth, Minn.

When Ordering **Charcoal Iron Conductor Elbows**

Specify With

GUARANTEE *F. Dieckmann* Stamped in the Metal.

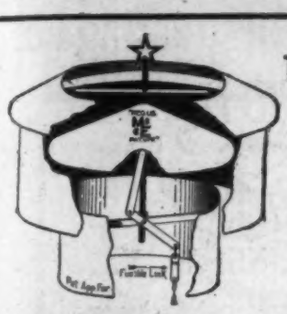
CHARCOAL IRON

Makers of the Elbows which can be erected without Refitting and Solder, save Labor and Material.

THE FERDINAND DIECKMANN CO.

Station B, CINCINNATI, OHIO

PATENTED



The "STAR" VENTILATOR

AND

The FIRE RETARDING "STAR" VENTILATOR and DAMPER COMBINED

Embody everything in the Best Scientific Storm Proof Ventilator.

MERCHANT'S METAL "SPANISH" TILES and "GOTHIC" SHINGLES.

These Tiles and Shingles have proved meritorious for years. They are in demand where ornamentation is essential. Also Lightness and Durability are special features of merit.

Write for Booklets.

"Reg. in U. S. M&E Pat. Off."

Merchant & Evans Co.

Sole Manufacturers

Philadelphia New York Brooklyn Baltimore Denver Chicago Kansas City

La Crosse Steel Roofing and Corrugating Co.

LA CROSSE, WISCONSIN

MANUFACTURERS OF

EAVES TROUGH
CONDUCTOR PIPE
CUT OFFS
MITRES, ENDS AND DROPS
ROOFINGS AND SIDINGS
STEEL CEILINGS
CORNICES
SKYLIGHTS

Quick Shipments Our Specialty *Send for Catalog*

Iwans' Volcano Revolving Chimney Top

Sizes 6 to 12 inches. Sold by jobbers of Hardware and Tinners' Supplies.

Notice one of its **Strong Features.** The upward sloping opening in back of hood creates a constant upward draft, no matter how depressing the atmosphere.

You need it for some of your customers' chimneys.

Send postal for catalogue.

IWAN BROTHERS

Mfrs. of Hardware Specialties

SOUTH BEND, IND.

The Powers AUTOMATIC Chimney Top

Iron mountings only or complete with cover and vane.

Double the sale and triple the efficiency of smoke stacks.

Powers & Williams

Streator, Ill.

Ask us for prices on skylight glass and metallic skylights.

J. K. SCHICK, Fairbury, Ill., writes:

"Your paper has furnished me with more than ten times the value of its cost."

ARTISTIC—ECONOMICAL—SANITARY

WHEELING
Metal Ceilings

For Buildings of all kinds and sizes.

The shape of the room or the size of the order makes no difference.

Designs for all purposes.

We want agents.

Write for our proposition.

Wheeling Corrugating Co.

WHEELING, W. VA.

Branch Offices and Warehouses:
Boston, Mass. New York City
Chattanooga, Tenn. Philadelphia, Pa.
Chicago, Ill. St. Louis, Mo.
Detroit, Mich.

Beautiful Designs
ARE WHAT SELL

Metal Ceilings and Side Walls

provided they have the other requisites, such as Accuracy of the Plates, Originality of Design, Perfect Fitting Joints, and the best materials used in their Construction. OUR GOODS HAVE ALL THESE AND MORE. Let us show you. Write for Catalog "A" to-day.

Wm. Foster & Sons Sheet Metal Works
1000 E. Carpenter Street SPRINGFIELD, ILL.

Just Out
Our New Ceiling Catalogue No. 28

Sent on Application to the Trade. Write Today.

FRIEDLEY-VOSHARDT CO., 194-204 Mather Street, CHICAGO, ILL.

Plecker's *Corrugated* Expanding *Conductors*

Have no Cross Seams. Made of Galvanized Iron in ten-foot lengths.

[redacted]

Will not burst when full of ice.

CLARK, QUIEN & MORSE, PEORIA, ILL.

SATISFACTION

is guaranteed when you use our Quality Metal Ceilings and Side Walls. The designs are sure to please. Our prices are right.

¶ Being located in the heart of the Central States, our shipping facilities are the best. Our stock is always complete and our treatment of customers the finest.

¶ Get better acquainted with us and you will be amply repaid.

F. O. SCHOEDINGER, - Columbus, Ohio

Dept. 3 **146 N. Third Street 148**

Manufacturers of

Steel Ceilings and Side Walls, Cornices, Skylights and Fireproof Windows, Roofing

Eastlake Metal Shingles
Prepared Asphalt Roofing

Send for Catalogue

The W. J. Burton Company,
DETROIT, MICH.

A Trial

will convince you that
"CANTON" Metal Ceilings
give the largest profits on a job because they
are easiest to apply and re-
quire the least labor to erect. No
altering the work on account of bad align-
ment. No calking of joints because of poor beads.
Made in a large variety of beautiful classified
designs. Are best "because the construction
is right." You need our Art Metal Cata-
log F. It's yours for a postal.

METAL CANTON CEILINGS

The Canton Art Metal Co.
Canton, O.
New York Office
525
West 25d
St.

C. N. HOOPER, Dubuque, Ia.

Vitreous Enameling TECHNOLOGIST

Designs, builds and starts new plants, improves quality and reduces the costs in those already established.

C. G. HUSSEY & COMPANY

PITTSBURGH, PENNA.

Manufacturers of

Soft Copper, Copper Gaskets, Copper Bottoms, Soldering Irons, Copper Nails and Tacks, Tinned Copper, Polished Copper, Cold Rolled Copper. Special Shapes Sheared or Stamped Slating Nails,

PROMPT SHIPMENT FROM STOCK.

Makers of LOCK JOINT METAL SHINGLES. Will not only save money, but secure the best Metal Shingle on the market. Write for prices and get our samples.

ELLER MFG. CO. : : CANTON, OHIO

WRITE FOR PRICES on ROOFING SLATE

THE AULD & CONGER CO.
Manufacturers and Dealers
999 Prospect Street
CLEVELAND, OHIO

H. WEISS & CO.

20 CLIFF ST., NEW YORK

Skylight Gearing and Chain Lifts

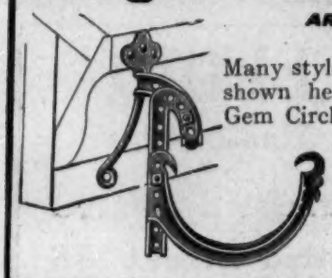
Tinsmiths' and Plumbers' Tools. Cornice Makers Tools. Coppersmiths Tools. Pipe Threading Machines.

Second-Hand Goods Bought, Sold and Exchanged

Slitting Machine for No. 12 Iron

Berger's Gutter Hangers

ARE THE STRONGEST, NEATEST AND HANDIEST MADE.



Many styles to suit any building. The Royal Circle shown herewith is an improvement on the old Gem Circle. Send for free sample.

BERGER BROS CO.
Warerooms and Factory
100 to 114 Broad Street
PHILADELPHIA

Steel Cornice Brakes

Do the GREATEST Variety of Work

Strongest Brakes Made
Never Get Sprung
Sold at the Lowest Price

Dreis & Krump Mfg. Co.
Halsted & 32nd Sts., Chicago, Ill.

31-inch Forming Roll

This Forming Roll is built in all standard sizes, with our Patented Opening Device, by means of which it is opened and closed in a few seconds. We build a complete line of Shears and Punches, all sizes, for hand or belt power.
Write for Catalog "P."

BERTSCH & CO., Cambridge City, Ind.

Combined Punch and Shears.

Tools for Sheet Metals

INCLUDING

Tinners' and Roofers' Tools, Shears, Punches, Presses and Dies, Can-Making Machinery

MADE BY

NIAGARA MACHINE & TOOL WKS., Buffalo, N.Y.

Bishop's Quick Working Forms

for closing end of Eave Trough in corrugations, as shown herewith.

You can close an end much quicker, neater and cheaper than in any other way. When you cut a trough, you can put an end in both parts, thus making no waste.

The frost will not burst the end out. You can close old work from a ladder.

The form is made in five sizes. 3½, 4, 4½, 5 and 6. For sale by jobbers or tinning specialty houses.

BISHOP HARDWARE COMPANY,
Dowagiac, Michigan.

MARVEL

PORTABLE PUNCH No. 20

Made entirely of STEEL

Punches ¼ in. hole in ⅛ in. and equivalent

Let us send you one on trial.

Write for circular and price of this and other Marvel Punches and Shears.

Patent applied for. ARMSTRONG-BLUM MFG. CO.
106 N. Francisco Ave., Chicago, Ill.

Collar Edging Rolls

Deep bead. Positively guaranteed not to cut the metal. Very rapid. No experience required.

Send for circular.

C. DeWITT WAGNER,
Cedar Rapids, Iowa.

Combination Pipe Fitter

A Complete Outfit for Working Sheet Metal Pipes.

Cuts Stove, Heater and Ladle Pipes at any angle. Will also do the Crimping. Write for Circulars and Prices.

BLUMER-DOSCHER MFG., CO.
408 Crescent St., - Brooklyn, N. Y.

THE AMERICAN ARTISAN Ads Bring Results.

Penny Wize and Pound Foolish. You probably know some mechanic who is always buying (bargains) in tools, and is spending hours of his time undertaking to make them do satisfactory work. *You can readily see that his bargains are lemons,* and that he would have saved time and money if he had purchased the best, even at a higher price. *Buyers of Firepots and Torches are often fooled and buy supposed bargains,* being misled by price. It is always safe to buy C. & L. Mfg. Co.'s tools. *They are acknowledged to be the World's Best.*

No. 1 Fire Pot. $6 Net.

Jobbers supply at actory price, or we will ship direct if cash accompanies the order.

CLAYTON & LAMBERT MFG. CO.,
Detroit, Mich., U. S. A.

REASONS REASONS
REASONS
WHY

THE LUNDY
DOUBLE BLAST

Is the best soldering furnace on the market

It is the only furnace made which throws both hot blasts on the soldering iron left in the furnace while the tinner is using the other one.

It will heat irons faster than a tinner can cool them.

It can be regenerated while in full operation.

Enough air can be pumped in one minute to last all day.

We are so sure of our furnace that we will send it to you on 10 days trial. Write for our introductory offer.

Meyer F'd'y & Mfg. Co.
SOUTH BEND INDIANA

"Always Reliable"

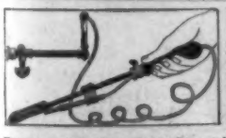
OUR No. 21 TORCH
BEST IN THE MARKET

This Torch is far superior to any other torch with pump in body; having in addition to the regular automatic cork check a positive shut off by screwing down pump plunger, which closes the needle valve in bottom of pump.

Packed one in wooden box, properly labeled. Write for our catalog No. 10 on furnace and torch, also catalog No. 5 on plumbers' tools, etc.

Pat. applied for.

OTTO BERNZ
21-43 So. 13th St. NEWARK, N. J.



LOOK! Something New. — A Soldering Iron that keeps hot and tinned. Just right for continuous work by regulating gas and air. Sold with or without Soldering Copper. Attachments to fit any Iron $1.50, Coppers 50c each extra. Charges prepaid. Phospor-Bronze Wire Gauze Dynamo Brushes for Platers.

JAMES E. McMURTRY & CO., 819 Lincoln Ave., Chicago Ill.

Gray's School
Of Sheet Metal Pattern Drafting

THIS IS THE MOST THOROUGH, PRACTICAL AND ADVANCED course in Sheet Metal Pattern Drafting to be had and costs less than any other.

Our scholars make rapid advancement because we teach pattern drafting only, using short, quick methods, and do not take up their time with ARITHMETIC OR ANY OTHER PRELIMINARY STUDY.

AN EDUCATION is not necessary in order to become a good pattern cutter. If you are AMBITIOUS and PRACTICAL, that is all that is necessary. Write for full information, and full size school drawing. Enclose 4c in stamps to cover postage.

GRAY'S SCHOOL,
1028 Jackson Ave. - New York City.

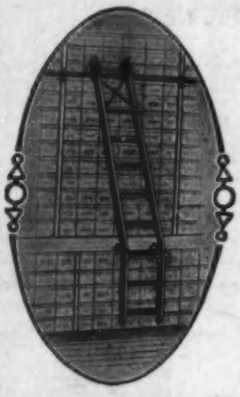
When writing please mention this Journal.

RUBY FLUID
Soldering and Tinning Flux

It is anti-rusting, non-corrosive, non-poisonous and non-explosive, not affected by age, change of temperature, or exposure in open vessels. It is a perfect flux for GALVANIZED and ALL other metals. Shipped in tin cans, ready for use. On approval. Ask for booklet.

The Ruby Chemical Co., Johnstown, Ohio, U. S. A.

Chas. M. Hoover, Sales Mgr., Revere House, Chicago.



The Milbradt Ladders

ALWAYS PROVE HIGHLY SATISFACTORY

because they are made of the very best material that can be obtained, finished up in first-class style, and as there is nothing about them to give or wear out, or get out of order, will last indefinitely.

Write for our illustrated catalogue.

MILBRADT MFG. CO.
1440 N. 8th Street, - - ST. LOUIS, MO.

We Have a Hardware Delivery Wagon that You Can Depend Upon

Body 20 inches from the ground, full width; regular height wheels, and yet will turn short.

Easy to Load and Unload

Durability guaranteed.

Complete catalogue on request. Mention this paper and address in full.

SYCAMORE WAGON WORKS, 109 Edwards St., Sycamore, Ill.

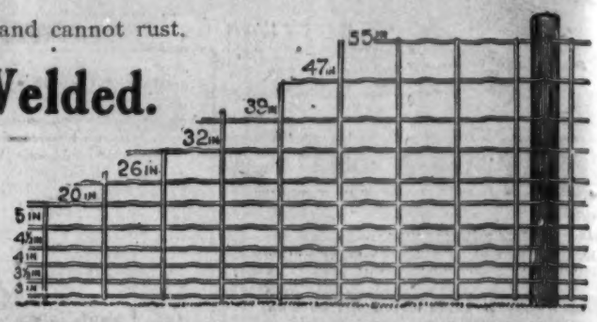
Put That Advertisement in THE AMERICAN ARTISAN If You Want Results

"Pittsburgh Perfect" Fence is Better

It is the strongest and most satisfactory on the market.

It has no wraps or clamps to hold moisture and cannot rust.

It is Electrically Welded.



It will curb the strongest beast.

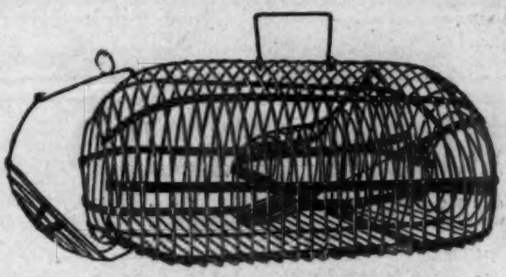
It can be adjusted to uneven ground.

It has more selling points than any other fence.

WRITE FOR FURTHER DESCRIPTIVE MATTER.

PITTSBURGH STEEL CO., Pittsburgh, Pa.

We Make More Rat Traps Than Any Other Makers in the World.



ALL LOCKED RIBBED

Five Sizes. Steel Wire and Ribs. Patent Flange, Safety Doors. All Traps Lacquered. Rust Proof. Traps always set. Rats cannot escape when in the Trap. Strongest, best made, most salable Traps in the Market.

WRITE FOR 1909 CATALOGUE

We make all kinds of Brushes and Wire Goods. Started in 1819 and still at it. GET OUR PRICES.

THE BROMWELL BRUSH AND WIRE GOODS CO., CINCINNATI, OHIO.

Energy is Strength

Energy is Hope

Energy is Life

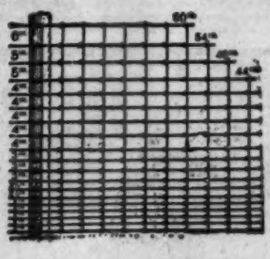
Put it in Your Advertising

Persistency is Might

Persistency is Progress

Persistency is Success

Add it to Your Advertising



The Denning Fence

¶ Is the Fence that pleases your customer. It is made on scientific and practical principles. It is made in various sizes, weights and meshes, for stock, hogs, poultry and rabbits.

Write for catalogue and prices on Lawn and Cemetery Fencing, Gates, Barb Wire, Nails, Staples, Portable Corn Cribs and Grain Bins.

The Denning Wire & Fence Co., Cedar Rapids, Iowa.

We Manufacture 12 and 14 Mesh

ALUMINOID

in all widths made of 33 wire.

Heavy in 28 wire.

SEND FOR SAMPLES.

NATIONAL WIRE CLOTH CO., Niles, Mich.

Why Carry Bolts and Screws

Unless your stock of these be supplemented with Star Expansion Shields to fit?

All Styles and Sizes

From a No. 5 Screw Upward

Write For Catalog and Samples Which Are Free

STAR EXPANSION BOLT CO., :: 147 Cedar St., NEW YORK, N. Y.

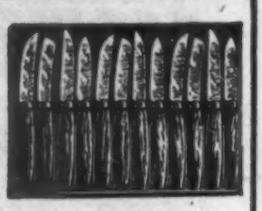
"SURE CUT" CAN OPENER
PATENTED 7, 19, '04

TWO CUTTERS
ONE FOR ROUND CANS
ONE FOR SQUARE CANS
Retails for 10 cents

5—Grades
CLEAVER AND TENDERER.

ICE CHISELS
Six Styles.

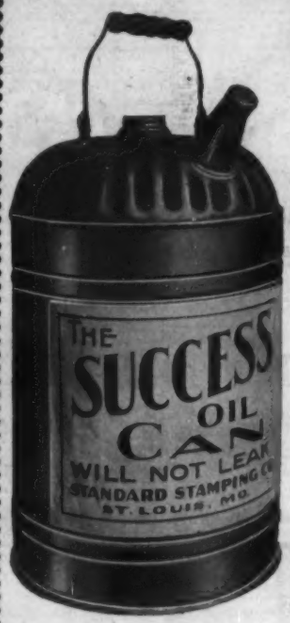
We manufacture a large line of Bread, Butcher, Carving and Paring Knives, Can Openers, Family Cleavers, Shoe and Putty Knives, Wall Scrapers, etc.
Write for Prices.
IRA F. WHITE & SON CO.
NEWARK, N. J.



Kitchen Knives

LIGHTNING RODS

We manufacture Pure Copper Wire Cable Lightning Rods, made of 28, 30 and 49 Wires, with complete outfit of trimmings.
E. A. FOY & CO., Cincinnati, Ohio
Trade Supplied at Lowest Rates.
Send for Catalogue "B."



WILL NOT LEAK!
"Success Oil Cans"

Have solved the problem. No more cans returned because they *leak* if you buy Success Oil Cans.
Four sizes: 1, 2, 3, and 5 gallons. All made of heavy IX tin. Large spout, raised bottom, assorted colors, red and blue lacquer.
Write for prices and further particulars.
Made solely by
STANDARD STAMPING CO.
2000-2006 N. Broadway,
SAINT LOUIS, MO.
WILL NOT LEAK!

Shelf Boxes,
Hardware Shelving,
Counters,
Screw, Bolt and
Seed Cases,
Store Ladders,
Glass Cutting Boards,
Immediate Shipments,
Send for Booklet.
W. B. HELLER & CO.,
MONTPELIER,
OHIO

Maher's Pure Copper Cable

We now have the best Lightning Rod Factory, and the best of machines for twisting our cable. We make all sizes of Pure Copper Cable—30, 32, 34, 36, 40—or in fact any size you want, and our fixtures are the best that can be made—we manufacture them all and know just what they are. We also loan you one of the best static machines on earth free with an order for 2,000 ft. We use the purest copper we can buy and will guarantee it over 99% pure. And this season we have the price and that is what we are all looking for. We do not want all the profit and are willing to divide with you. Just drop us a line and we will explain and send samples of the best Copper Cable Lightning Rods and Fixtures at a price that you can make some money handling it.
MAHER & SON LIGHTNING ROD CO., Preston, Iowa

- SHELVING -
WARREN SYSTEM
SELF PAYING
HARDWARE STORE EQUIPMENT
IN INTERCHANGEABLE SECTIONS
& SCREW, BOLT & GUN CASES.
J.D. WARREN MFG. CO. CHICAGO U.S.A.

ARE YOU ON?

If not, get on to the fact that we are sole manufacturers of the celebrated **Silver Colored Strand Pure Copper Lightning Rods,** containing 30 pure Copper wires uniformly woven into a cable. This trade-mark is best appreciated on the full reel. It denotes quality and workmanship of the highest order. Farmers want it on first sight and it doesn't cost more than the ordinary.
Every reel bears our trade-mark. None genuine without it.
Our Fixtures and Ornaments are good looking as well as good wearing.
Send for our beautifully colored catalogue "B" and let us negotiate with you for unoccupied territory.
"ELECTRA" LIGHTNING ROD CO. CRESCO, IOWA.

Where Successful business men have advertised is pretty safe to advertise.

LUFKIN Measuring Tapes

are made in every conceivable variety, to suit every purse and purpose, but all of the same superior quality.

¶ Our extensive advertising creates a demand, that every progressive dealer should be able to satisfy.

¶ It takes but a minute and a postal to ask for our catalog—it's more than worth while.

Please Mention THE AMERICAN ARTISAN

THE LUFKIN RULE CO. Saginaw, Mich., U. S. A.
New York London, Eng. Windsor, Ont.

DISSTON SAWS

Run Easiest
Cut Fastest
Last Longest

To the practical Saw User this tells the full story of HIGHEST PERFECTION in Material, Temper, Design and Workmanship attained for the DISSTON BRAND OF SAWS.

HENRY DISSTON & SONS, Inc.
Keystone Saw, Tool, Steel and File Works
PHILADELPHIA, PA.

STANLEY CONCEALED RATCHET BRACES

THE STRONGEST AND BEST RATCHET BRACE MADE.

No. 921.

FOR DESCRIPTION OF FULL LINE OF BRACES AND OTHER HIGH GRADE CARPENTERS' TOOLS.

WRITE FOR CATALOGUE No. 34

THE STANLEY RULE & LEVEL CO., New Britain, Conn., U. S. A.

Parker's Reinforced Slide Solid Jaw Swivel Vise

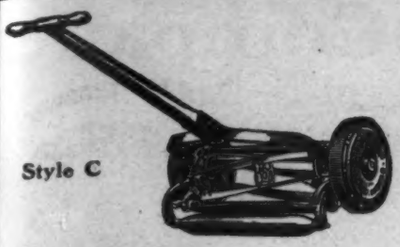
This Vise is made of Semi-Steel for Extra Heavy Work. It has a reinforced Sliding Jaw which makes it *much stronger* and *more durable* than other vises. No other vise made has this feature. The Steel Faces are milled and fitted to the Jaws and are Renewable.

Made also in Stationary Style. Send for Special Vise Catalog No. 5.

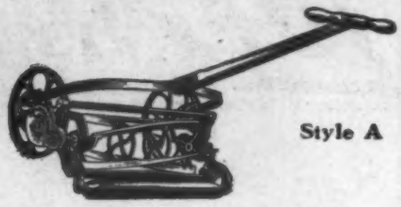
The Charles Parker Co., Meriden, Conn., and 32 Warren Street, New York

SCHMIDT HARDWARE CO., Sheffield, Iowa, writes:—"The more we read your paper the better we like it and wouldn't think of getting along without it."

The Genuine
Philadelphia
Lawn Mowers



Style C



Style A

Recognized as

Standard Mowers **The World Over**

They are guaranteed against imperfections and warranted to give entire satisfaction.
Be sure you handle the lawn mowers with the words PHILADELPHIA LAWN MOWER CO. cast on the wheels. They are the mowers that will entirely satisfy your customers.

The Philadelphia Lawn Mower Co.
3101 to 3109 Chestnut Street PHILADELPHIA, PA., U. S. A.

Style E

Send for CIRCULARS and PRICES

Simple in construction, light running, durable. The best Hand and Horse Mowers on the market.

Style K

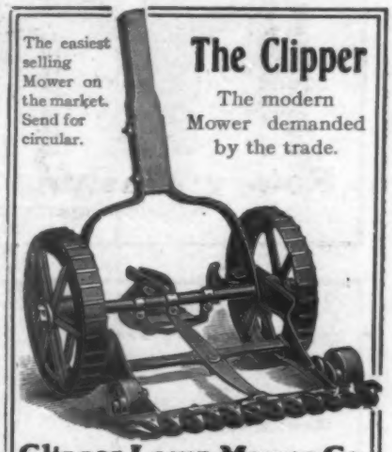
"SEAVEY" MITRE BOX
meets EVERY requirement

Cuts any angle-special or regular.
Needs no special saw.
Lightest box made.
Can be instantly applied.
The ONLY Mitre Box made that is attachable to inside or outside work without a special attachment.
Prices to-day from your Jobber or write for the Green Book.

SMITH & HEMENWAY CO.
108-110 Duane St., New York, U. S. A.

The easiest selling Mower on the market. Send for circular.

The Clipper
The modern Mower demanded by the trade.



Clipper Lawn Mower Co.
DIXON, ILL.
Manufacturer of Hand and Pony Mowers and Marine Gasoline Engines

Thousands in Use and the Demand Constantly Increasing

Richards' Hero Trolley Ball-Bearing House Door Hanger

No. 19

Noiseless fibre wheels. Wood header is furnished with track and is easily put up. Track can be easily adjusted or taken down after walls are plastered.

Manufactured by
The Richards Manufacturing Co., Aurora, Ill., U. S. A.
Door Hangers for Sliding Doors of Every Description. Fire Door Fixtures.
SEND FOR CATALOGUE

"Dime" Screen Door Check

Stops the slamming of the **Screen Door**
Sold at all Hardware Stores.
Send for circular and ask for prices.
By mail, 12 cts.

CALDWELL MFG. COMPANY
41 Jones St., Rochester, N. Y.

Osgood Scale Company

U. S. STANDARD Binghamton, N. Y.

ALL KINDS

The "Universal" Washer

Adjustable Lever for sitting or standing position.

High Speed from lever.

Slow Speed from fly wheel.

Stays in Gear when opening lid.

Nothing to Uncouple to raise lid.

Sold on exclusive agency plan. Write today.

Rotary Washing Machine Company
St. Louis, Mo.

Why Not handle the QUEEN WASHER

It will satisfy every purchaser, make YOU a good PROFIT and increase your business. You should have the SOLE AGENCY

Sold to Jobbers only for specified territory.

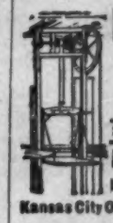
Write For Particulars

JAS. H. KNOLL, Reading, Pa.

Washing Machines
Are Staple—
They are good
Things to use
Which makes
Them good
To sell—
That is if
They are
Reliable
Machines.

The White Line
Of Washing
Machines are
Reliable—
Fully guaranteed—
Safe to buy—
And safe
To sell.
Do you
Handle
Them?

White Lily Mfg. Co.
1500 Rockingham Road, Davenport, Iowa.



ELEVATORS

Improved, Quick and Easy Rising Steam, Electric and Hand Power.

SEND FOR CIRCULAR

KIMBALL BROS. CO.
1031 Ninth St., COUNCIL BLUFFS, IOWA
Kansas City Office, Water Works Bldg., Kansas City, Mo.

STANDARD HORSE NAIL CO.
NEW BRIGHTON, PA., U.S.A.
MANUFACTURE
A Full Line of Horse Nails
Send for Catalogue, Prices & Samples.

NAILS THAT NEVER RUST

KEYSTONE BRAND GALVANIZED NAILS
CUT OR WIRE
Evenly Coated Perfectly Separated
KEYSTONE NAIL CO., Pittsburgh, Pa.
Send for Catalogue and Prices.

100 Tinners' Patterns

Complete for ... $1.00

Sent Postpaid on Receipt of Price.

DANIEL STERN, 355 Dearborn St., CHICAGO.

AGATE NICKEL-STEEL WARE

AGATE L & G Mfg. Co. NICKEL-STEEL WARE

is absolutely free from poisonous substance, is made by careful, experienced men, by a company founded in 1850. The first enameled ware and blue and white ware made in this country was made in our mills. We know how to make enameled ware safe and durable. We make it safe and durable because we are proud of the trade-mark.

Look for the blue label.

Lalance & Grosjean Mfg. Company

Chicago New York Boston

Quick!

Can't wait when cherries are ripe—must have the right machine, *quick*

Too late, then, to stock up. Better drop a line to your jobber *to-day*

Wherever cherries grow women who know, and 'most all of them do, will want

an "ENTERPRISE"

Cherry Stoner

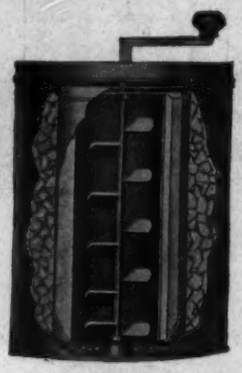
If you have mislaid that latest red-covered catalogue of ours, write for another copy. No hardware store is fully equipped for business without it.

Also makers of the famous "Enterprise" Meat and Food Choppers; Rapid Grinding and Pulverizing Mills; Sausage Stuffers and Lard Presses; Fruit Wine and Jelly Presses; Bone, Shell and Corn Mills; Cold Handle Sad Irons, Etc.

The Enterprise Mfg. Co. of Pa., Philadelphia, U. S. A.

21 Murray Street, New York 438 Market Street, San Francisco

Champion Triple Action Ice Cream Freezer



WHAT IT IS The **"Champion" Freezer** is especially adapted for Household Use. Its principles of construction, beside being absolutely New, are entirely Different, Novel and Better than any of the new style of household freezers placed on the market during the past few seasons. Besides being better, you can guarantee the **"Champion"** to your customers as being durable.

WHAT IT IS CONSTRUCTED OF The Outside Tub is made of best galvanized iron. The dasher is made of malleable iron, heavily tinned, with a Wood Scraper, which prevents the cream from adhering to the sides of the freezing can while in process of freezing. The Cylinder or Freezing Can is made from block tin (re-tinned.)

WHAT IT WILL DO We know that if you sell freezers, and wish to handle one that will give your trade satisfaction, and do all that the manufacturers claim it will do; that you can sell at about one-half the price of any of the old style freezers (besides giving you a liberal profit) and a freezer that will make the finest Ice Cream, Sherbets and Frozen Desserts in a few minutes, our **"Champion" Freezer** is the one for you to handle.

Made in Four Sizes

1 Quart	each.	$1.00
2 Quarts	each.	1.25
3 Quarts	each.	1.50
4 Quarts	each.	1.75

17-19 Ninth St. REID-EDELMUTH MFG. CO. Brooklyn, N. Y.

FREEZERS

"LIGHTNING"

THAT EXCEL IN
- Easy Running
- Quick Freezing
- Economy
- Convenience
- Practical Results

THAT ARE
- Well Advertised
- In Demand
- Easily Sold
- Satisfactory in Use
- Of Known Reputation

"BLIZZARD"

THE "BEST MADE" because in practical use, they are convenient, compact in size, use smallest amount of ice and salt, run easily, freeze quickly, produce smoothly frozen creams or desserts with little bother and less work. We make also

MACHINE FREEZERS AND ICE BREAKERS

Sold by Leading Jobbers — Catalog Sent Free

NORTH BROS. MFG. CO., Philadelphia

MAKE ICE CREAM MAKING EASY

Let people into the secret of how easily and cheaply they can make ice cream in their own homes and

Do Your Customers a Favor
Double Up Your Freezer Trade

Whether you have been selling ice cream freezers or not, start in this season with the

JACK FROST MULTIPLE MOTION FREEZER

The Jack Frost Freezer encourages people to make ice cream in their own homes because

It's so easy
And so quick
And takes so little ice.

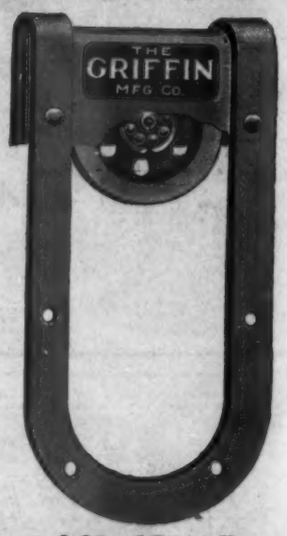
The more homes you can get started to making ice cream the better it is for you.

Jack Frost Freezers will start things going.

Write for catalog 85 and terms to dealers.

STURGES & BURN MFG. CO.
FACTORY Harrison, Green and Peoria Sts. — OFFICE 235 South Green Street
CHICAGO, ILL.

GRIFFIN'S



Improved Steel Door Hangers
Made Entirely of Steel
(Wheels accepted)

These Hangers have hard steel Axles and Roller Bearings. Anti-Friction on any length of track.

Guaranteed to handle the heaviest doors satisfactorily.

Write for complete catalog of Hinges, Butts, Shelf Brackets, Door Bolts, etc.

THE GRIFFIN MFG. CO.
Home office and Factory
1500 Cherry St., ERIE, PA.
Chicago office 85 E. Lake Street.

CUT THIS OUT

To the Publishers
The American Artisan and Hardware Record
355 Dearborn Street, CHICAGO

Please send us THE AMERICAN ARTISAN each week for three months. At the end of that time we will remit Two Dollars for one year's subscription, or 50 cents in case we decide to discontinue.

NAME .....

ADDRESS .....

TOWN .....

STATE .....

THE ELLIOTT

¶ This is the season of the year for selling Sanitary Dairy Pails, cream cans and milk strainers. The "Elliott" Sanitary Dairy Pails are guaranteed against fever germs, milk taint, or rusting out, and are approved and used by the Agricultural Colleges of Wisconsin and Minnesota on their dairy farms. Made of the finest class of material under our patent process. Mr. Live Wire Merchant, buy the best, sell the best. If we are not represented in your town send for catalog and price lists and secure the exclusive sale, of the "Elliott" line, manufactured only by the

ELLIOTT
PATENTED FEB. 17. 1903.

ELLIOTT MANUFACTURING COMPANY
WARREN, ILLINOIS
Makers of Good Goods Only

AUTOMATIC SANITARY ICE CREAM FREEZER

The FREEZER that has made the Sweat-making, Back-breaking, Crank-Freezer Out-Of-Date.

¶ There is not another Freezer like it on the market. ¶ It has no dasher, crank nor gears to get out of order and is so easy to operate that a mere child can do the freezing. ¶ Its cylinder is rust-proof and absolutely sanitary, being made of white enameled steel; inside cover of aluminum. ¶ This Freezer is made with 1, 2, 3 or 4 cylinders of 1 to 4 quarts capacity each. ¶ It will freeze cream in five minutes. ¶ Send for descriptive matter and prices.

The New England Enameling Co.
MIDDLETOWN and PORTLAND, CONN.
H. GINSBURG,
Sales Agt., 736 Broadway, New York

"SIMMONS"

Laclede Bicycles

CARE IN SELECTION OF MATERIAL

SKILL IN THE BUILDING — STRONG AND DURABLE

Beauty in Design and Finish — Easy Running

ORDER EARLY! — ORDER OFTEN!

"Simmons" LACLEDE Bicycles THE FOREMOST BICYCLES IN AMERICA

SEE OUR SALESMAN OR WRITE US FOR PRICES

Address DIVISION NO. 5

SIMMONS HARDWARE COMPANY

INCORPORATED

ST. LOUIS — Manufacturers and Distributers — NEW YORK

For the CONVENIENCE OF OUR CUSTOMERS, Complete Stocks carried at Toledo, Ohio; Minneapolis, Minn.; Sioux City, Iowa, and Wichita, Kans.

BOOKS BY MAIL.

The publisher of THE AMERICAN ARTISAN will take pleasure in supplying Books, of whatever character, at catalogue prices, prepaid by mail, to any address, on receipt of price. The following are in lines especially represented by this journal.

NO BOOKS EXCHANGED

SHEET METAL WORKING.

GRAY'S PERFECT ELBOW PATTERNS.

On heavy blue print paper. From one inch to twenty inches; price $1.50, prepaid. From twenty inches to forty inches, price $1.50, prepaid. From one inch to forty inches, made in 2, 3, 4, 5, 6 7 and 8 pieces with 160 patterns and angle chart showing all angles and degrees of same gotten from 160 patterns, price $3.00, prepaid.

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For single pitch, gable and hip skylights. Contains 6 to 8 and 10-inch ventilator patterns and skylight chart, giving the length to cut hip and rafter bars for any size skylight up to 24 feet wide, for ⅓ pitch skylights. Full set of patterns and charts. Price, $3.50, prepaid.

TIN, SHEET IRON AND COPPER PLATE WORK.

This is a work of the greatest value to all who work in sheet metal. It describes the method of laying out nearly everything which the metal worker will be called upon to make. Joints, elbows, and all kinds of kitchen utensils are fully described. The work is supplemented by rules for mensuration and hundreds of valuable receipts. By L. J. Blinn. This book contains 296 pages with 169 illustrations, bound in cloth. Price, $2.50.

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PATTERN-MAKERS' HANDYBOOK.

A valuable work for the beginner. It is thoroughly practical and has a deservedly large sale. By P. N. Hasluck. Price 50c; 30c edition is paper.

THE CORNICE WORK MANUAL

Is a 240-page book, illustrated with 104 engravings. It is thoroughly indexed and attractively gotten up, with substantial red cloth covers, embossed in gold. Chapters treat of The Cutters' Bench, Drawing Tools and Angles, Cutters' Tools, The Entablature, The Reading of Drawings, The Measuring of Cornices, Estimating, Right Angle Mitre Patterns, Bracket Patterns for Panel Sections, Right Angle Return Mitre Patterns, Patterns for a Pediment and Their Development, Patterns for a Segmental Section of a Pediment. Details and Patterns for a Finial, Bracings and Fastenings of Cornices to Buildings, Staging and Scaffolding for Cornice Work, Ornament Stamping Machine, The Management of Ropes and Hoisting Tackle, Plan and Details of a Gable and Horizontal Cornice, Detail of Slating and Slaters' Tools, Details for Horizontal and Raking Mitre Patterns, and the development of Details and Patterns of the Turrets. Price, $3.50.

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A 250-page book, containing over 200 illustrations. By Joe K. Little. This book gives several methods for developing some of the most difficult and complicated patterns. It also devotes considerable attention to patterns of irregular shape and unequal taper. The laying off of patterns by triangulation is shown at length. This book is eminently practical and is recognized as the paramount practical authority in its chosen field. Price, $3.50 per copy.

SHEET METAL WORKERS' GUIDE.

A collection of rules and diagrams, for describing the most useful patterns ordinarily required, preceded by chapters on Sheet Metal Work, Soldering, Geometry as applied to Sheet Metal Working. By W. J. E. Crane. Price, postpaid, 60 cents.

100 TINNERS' PATTERNS.

THE AMERICAN ARTISAN Full Size Patterns printed on manilla paper, from which they are readily transferred to heavy sheets and cut out ready for use. Price, sent postpaid, for the full set of 100 patterns, $1.

DANIEL STERN, PUBLISHER AND BOOKSELLER, 355 DEARBORN STREET, CHICAGO

"Atlantic"

Austrian Export Enameled Ware

Turquoise Blue Outside with

Absolute Acid-Resisting White Lining

Our splendid factory organization, modern equipment, personal supervision and exclusive processes guarantee a beauty of finish and superiority of quality second to none.

Complete stock on hand.

Prompt shipments guaranteed.

Every Article Warranted

Catalogue and Price List furnished on request.

The Atlantic Stamping Company

Rochester, N. Y., U. S. A.

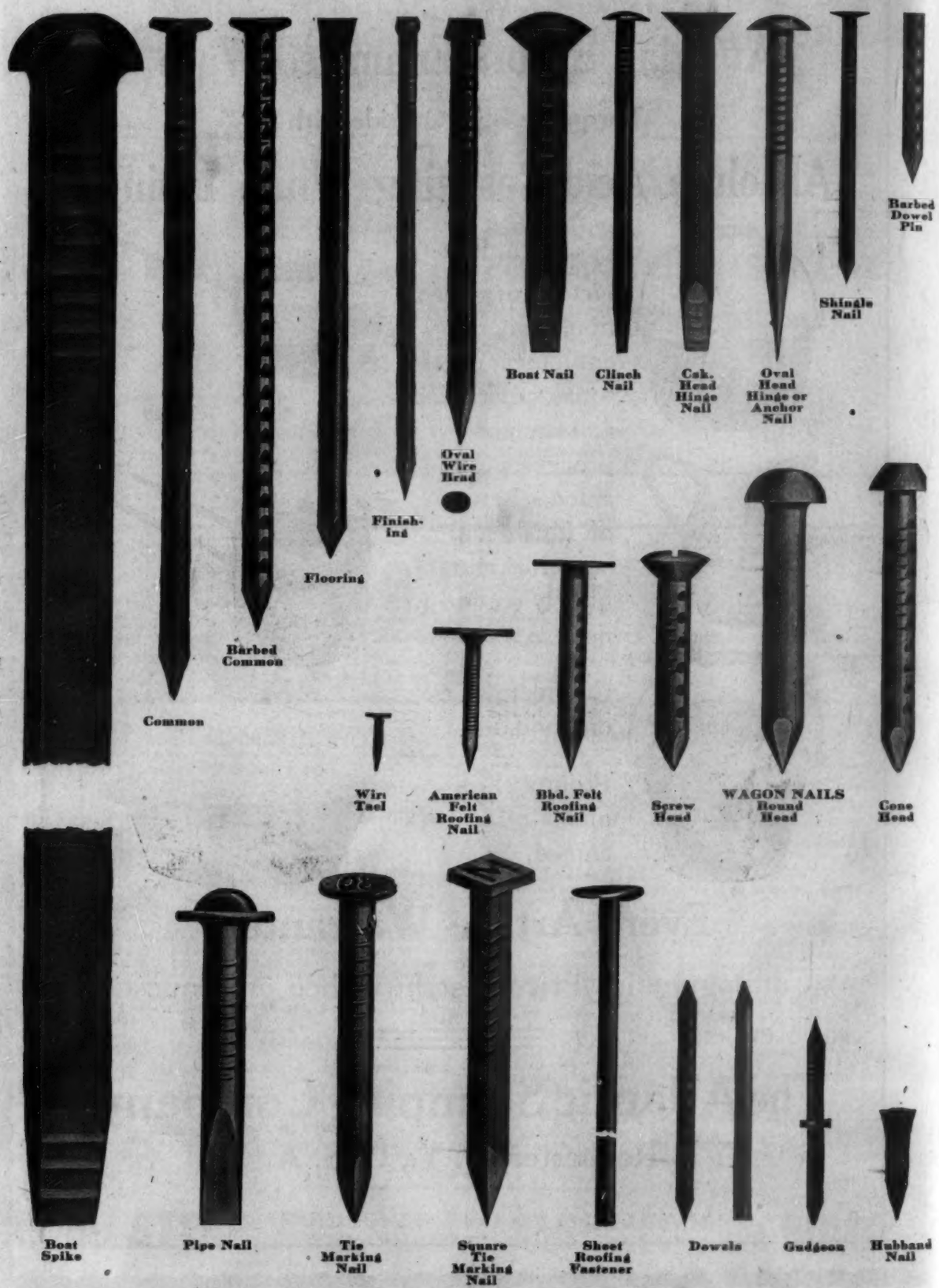
ONE COPY RECEIVED APR 19 1909

American Steel & Wire Co.

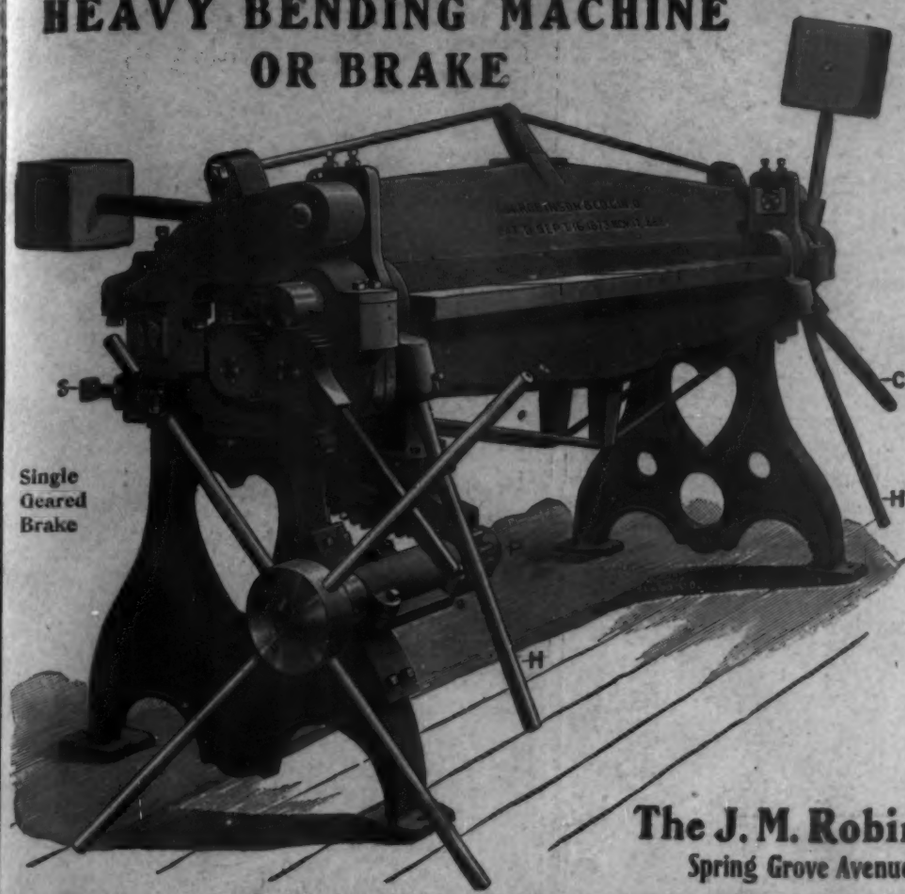
Chicago New York Denver San Francisco

Maker of

NAILS, SPIKES, TACKS



HEAVY BENDING MACHINE OR BRAKE



We manufacture a complete line of Heavy Bending Machines or Brakes for both hand or power, from 30 inches in length and for No. 10 gauge material and lighter, up to 10 feet in length for ¼ in. plate and lighter.

Write for Catalogue and particulars.

The J. M. Robinson Mfg Co.
Spring Grove Avenue, CINCINNATI, O.

Every Store Should Have One!

THE AMERICAN ARTISAN ADVERTISING MANUAL

Retail merchants are to-day doing more advertising than ever before. They are doing better advertising also. With a little assistance most retail dealers could prepare very effective advertisements. To supply this assistance is the mission of this volume.

It contains 278 pages and 228 illustrations of advertisements which have actually appeared in newspapers. It contains innumerable hints, suggestions and helps that every dealer will find valuable. It is brim full of information for those who prepare their own advertisements.

Every merchant should secure a copy. **The Price is $3.50 Per Copy.**

For Sale by your Bookseller or by

DANIEL STERN, Publisher, 355 Dearborn Street, Chicago, Ill.

"Standard" Rifles

HIGH POWER—REPEATING—HAMMERLESS
SELF-OPERATING or HAND-OPERATED

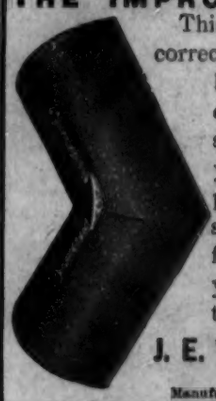
Unquestionably the **Rifle of To-day**; and so far in advance of any rifle now on the market that it will be the **Rifle of to-morrow** for a long time to come. "Standard" Rifles will be

READY ABOUT JULY 1st.

Any up-to-date jobber will have them after that date. You can't afford **not** to see them—you can't afford **not** to sell them. So keep in close touch with your jobber—and write to-day for advance catalog to:

STANDARD ARMS COMPANY, 133 F. St., Wilmington, Del., U.S.A.

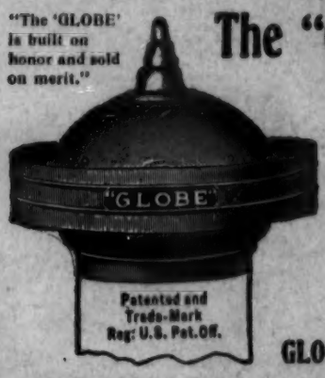
THE IMPROVED ONE-PIECE MITER



This miter is made absolutely correct, true to shape, size and bead, and has the easiest connecting slip joint. Will save your time and temper. In case your supply house cannot furnish them send your order direct to the

J. E. WHITACRE MFG. CO.
ROCKFORD, ILL.
Manufacturers of Sheet Metal Specialties.

"The 'GLOBE' is built on honor and sold on merit."



The "GLOBE" Ventilator

in COPPER, GALVANIZED IRON and with Glass Tops for Skylight purposes.

ABSOLUTELY STORM PROOF
For Perfectly Ventilating Schools, Churches, Halls, Mills, Factory and Audience Rooms of Every Character
SMOKY CHIMNEYS CURED

"GLOBE VENTILATED RIDGING"
Send for Pamphlet
MANUFACTURED BY
GLOBE VENTILATOR CO., Troy, N. Y.

STAY-IN Flue Stoppers

are **guaranteed** to be absolutely soot proof. Cannot be jarred or blown from the flue hole.

Finished in Brass and Nicely Decorated

MANUFACTURED BY
STUBER & KUCK, Peoria, Ill.
We Also Manufacture PIECED TINWARE and All Styles of FLOUR SIFTERS

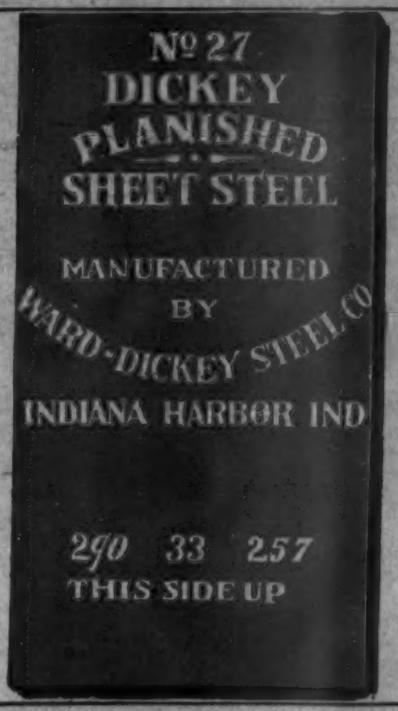
THE TRADE TIDE HAS TURNED

GET BUSY! Let your first order be for

"SCOTT'S EXTRA COATED"
HAMMERED OPEN HEARTH
ROOFING TIN

MADE BY
FOLLANSBEE BROTHERS CO.
PITTSBURGH

Louisville, Rochester, Milwaukee, Memphis, Detroit — NEW YORK, CHICAGO, BUFFALO — Cleveland, Indianapolis, Nashville, Norfolk, Columbus, O.
St. Louis, care of Stockhoff Supply Co.



We would like to see Old Glory Floating Over Our Goods En Route to South America

A HANDSOME PROFIT
can be made on every item of our justly celebrated

Enameled Ware, Tin Ware, Japanned Ware and Galvanized Ware.

This Water Pail is only one of our lines of many salable goods consisting in all of

OVER 500 FAST SELLING ITEMS
Star Enameling & Stamping Co., PITTSBURGH, PA.

Drink Pure Water

The **No. 50 Star Pump** shown here will positively purify the water in any well or cistern in a short time.

This purifying feature alone makes it the only pump fit to put in any well where the water is used for household purposes, for it will surely save its cost in the doctor's bill many times over.

As it is made of No. 24 gauge galvanized iron it is a very substantial and handsome outfit, and will last for years.

Our line of purifying pumps is very complete. So is our line of Galvanized Chain Pump Curbs and Tubing.

Ask your jobber for Star Pumps.

Star Bucket Pump Co.
ST. LOUIS, MO.

YALE
Russia finish, pat. Lock
STOVE PIPE

It is made of a very high grade of uniform color Blue Polished Steel and is coated to prevent rusting. Made in all sizes. Packed twenty-five and fifty joints to crate. For sale by the jobbing Hardware Trade throughout the United States. Mfg. by **HEMP & CO.** 2nd and Cheouca Ave., ST. LOUIS. In the event Your jobber does not handle this pipe, send your inquiries to us.

The "CENTENNIAL"
RAIN - WATER - CUT - OFF

The strongest, most durable and cheapest CUT-OFF on the market.

The only single cut-off made to fit Corrugated and plain pipe and which can be used without extra pipe or elbows. For sale by all leading jobbers.

Manufactured only by

The Sullivan-Geiger Co.
19 & 21 E. South Street, Indianapolis, Ind.